

The



# CHEMIST AND DRUGGIST

Established 1859

28 Essex Street, Strand, London, W.C.2

Registered as a Newspaper

No. 2971  
VOL. CXXVI

JANUARY 16, 1937

Annual Subscription (with  
Diary) 20/-. Single Copies 9d.

*The* **HANDIEST SERVICE**  
*for* **BUSY DISPENSERS**

CORK MOUTH    BLACK MOULDED KORKALITE CAP    WHITE ALUMINIUM ENAMEL SCREW CAP

REGISTERED  
**U G B**  
TRADE MARK  
BRAND

**WASHED & STERILIZED MEDICALS**  
**READY FOR USE**

**U G B**

**UNITED GLASS BOTTLE**  
MANUFACTURERS LIMITED

The Largest Manufacturers of Glass Bottles in Europe  
40-43 Norfolk Street, Strand, London, W.C.2

Phone : Temple Bar 6680 (10 lines)    Grams : "Unglaboman, Estrand, London."

## THE STANDARD MEDICAL BOTTLE FOR DISPENSING

The U.G.B. Washed and Sterilized Dispensing Bottle Service has stood the test of years and still remains the best value and most labour-saving for dispensers. Every bottle, whether cork mouth or for screw cap, passes through boiling distilled water, then dried with super-heated filtered air.



*A*  
Pharmaceutical  
Lozenge

**NOW**  
is the time  
to  
Display

SEND  
FOR  
TERMS

PARKE, DAVIS & CO., 50, BEAK ST., LONDON W.1.

# FIX YOUR OWN RETAIL PRICE

## HAX ASPIRIN

BRITISH PHARMACOPŒIA STANDARD

Full 5 Grain.

British Made.

In Glass Tubes  
With Metal Caps.



## CHEAPEST IN ENGLAND

COMPARE THESE PRICES

Contents of Tube.	No. of Tubes per Card.	Per Card.
7 Tablets	3 Doz.	1/6
10 "	3 "	2/-
12 "	2 "	1/9
14 "	2 "	1/11
20 "	2 "	2/6
25 "	1½ "	2/3

PLEASE ORDER FROM YOUR  
WHOLESALE HOUSE

EDWARD HACK LTD., LONDON, W.C.1



Carded or Boxed  
in Dustproof  
Transparent  
Outers.

**FREE** A 6d. IODINE AND STYPTIC PENCIL  
WITH EVERY CARD OR BOX



**INFLUENZA EPIDEMIC**  
brings increasing demand for

**NORTH  
BRITISH**

*hot water bottles*

**"UNIQUE" for  
STRENGTH**

A fabric bottle with the greatest reputation in the world for real wear. It is the most reliable bottle for use in hospitals and for the sick room where bottles are continually in use.

Drab or Red, packed in envelope.

Size	Retail	Trade
6 x 10	3/11	2/7 $\frac{1}{4}$
8 x 10	4/6	3/-
8 x 12	4/11	3/3 $\frac{1}{4}$
10 x 12	5/9	3/10

P.A.T.A. PRICE PROTECTED

**The NORTH BRITISH RUBBER Co. Ltd.**

Castle Mills, Edinburgh 3.

London: 204 Tottenham Court Road, W.1.

Order through your Wholesaler

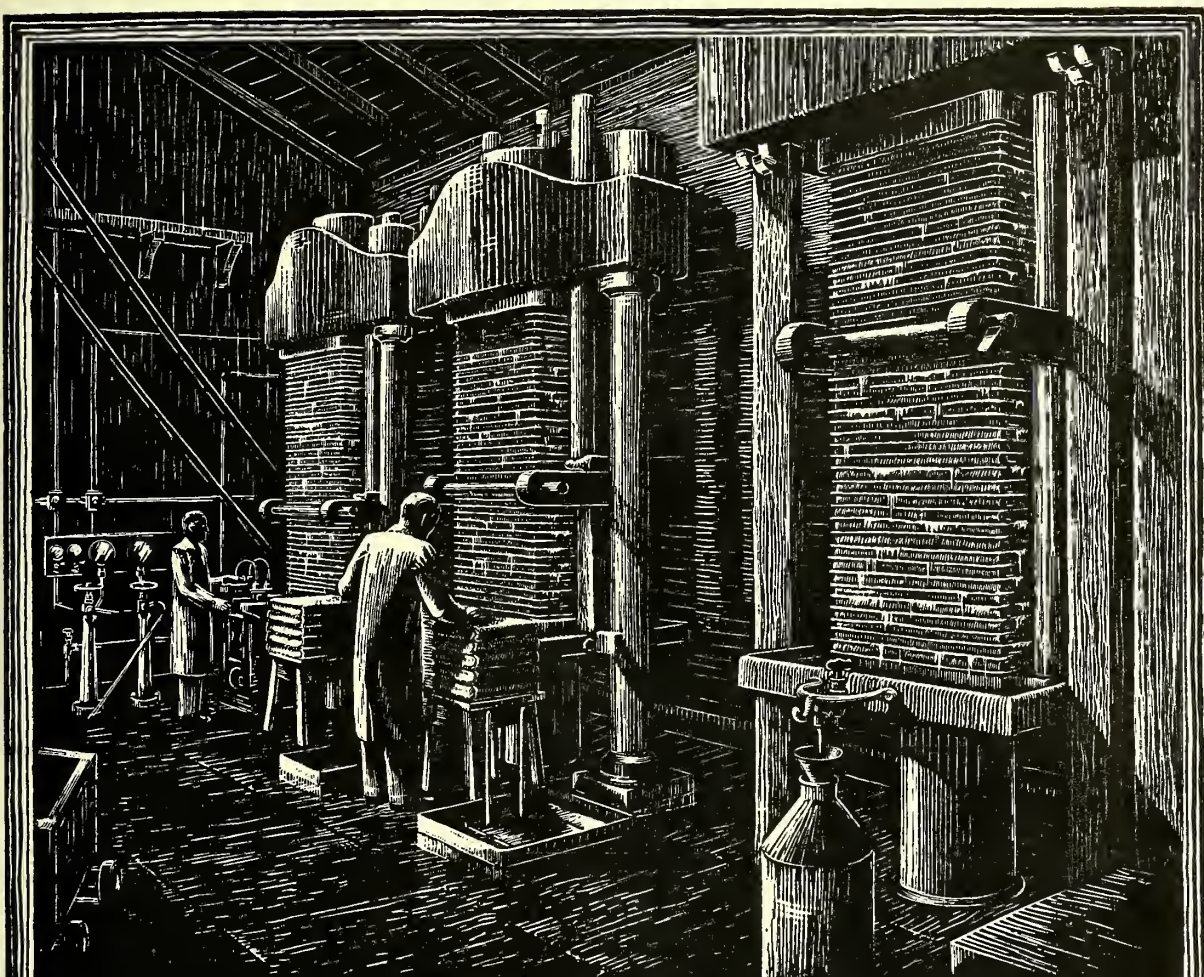


Below is our attractive  
range of Moulded Bottles



**MADE IN EDINBURGH BY THE NORTH BRITISH RUBBER CO LTD**





*A corner of the Cowper Street Pressing department*

STAFFALLENS



# ALMOND and APRICOT KERNEL OIL

The finest Quality Oils produced

STAFFORD ALLEN & SONS LTD  
COWPER STREET, LONDON, E.C.2



**WE** beg to advise our many friends and all buyers who are interested in high-grade Essential Oils that we have secured the sole importing and distributing rights over the well-known "Green Anchor" products of

## L. RUSSO & FIGLIO, MESSINA

and invite enquiries for their

### ESSENTIAL OILS

of

## LEMON, BERGAMOT, SWEET ORANGE, BITTER ORANGE, TANGERINE

Natural, Terpeneless and Sesquiterpeneless

STOCKS HELD IN THIS COUNTRY

**BURGOYNE**  
**BURBIDGES & CO LTD**  
LONDON E.6.

*Distillers of Essences since 1741*



"Regulator"  
308



"Oiltite"  
Amber Square 800



"Oiltite"  
Blue Poison 801

## THE "OILTITE" DROP BOTTLES

	$\frac{1}{8}$	$\frac{1}{4}$	$\frac{1}{2}$	1	2 oz.
"Regulator," fig. 308	—	—	4/-	4/3	5/- 6/- doz.
"Oiltite" Square, fig. 800	4/6	4/9	5/3	5/9	6/3 "
"Oiltite" Poison, fig. 801	—	—	4/-	4/6	— "



422



"HOLLOPEG"

## For CORN SOLVENT

SPECIFY HOLLOPEG

2 dr. 4 dr.

Bakelite (with Brush), fig. 434	23/-	27/-	Gross
with Glass Pegs	1/6	per gross less	
Round Green Bottles, fig. 422	3/-	gross less	
Boxwood (with Rods), fig. 422	14/-	19/-	Gross
with Brushes	1/6	gross more	

Minimum Quantity 1 gross.

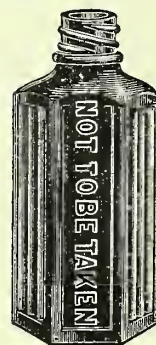
Bakelite Caps are fitted with Collodion Proof Washers.

FROM LEADING WHOLESALERS or direct from the Makers:

**M. J. FECHER LTD., 10 DOD ST., LONDON, E.14**

'PHONE: EAST 3228

ESTABLISHED 1891



434



434 BF



## INDEX TO ADVERTISERS

Addis, R., & Son (Denture Brush) .....	13	Caldicot Tin Stamping Works, Ltd. (Decorated Tins) .....	16	General Surgical Co., Ltd. (Hypoder- mic Syringes, &c.) .....	17
Allen, Stafford, & Sons, Ltd. (Almond and Apricot Kernel Oil) .....	3	Calvert, F. C., & Co., Ltd. (Carbolic Ointment) .....	13	George, Ernest J., & Co. (Valuers, &c.) .....	Col. Supp.
Armour & Co., Ltd. (Calf's Foot Jelly) ..	11	Cataline Co., Ltd. (Veterinary Medi- cines) .....	24	Gledhill, G. H., & Sons, Ltd. (Tills) ...	23
Association of Manfg. Chemists, Ltd. Col. Supp.		Chemist and Druggist, The 26, Leader Page		Graesser Salicylates, Ltd. (Salicylic Acid) .....	ii
Bailey, R., & Son, Ltd. (Surgical Dress- ings) .....	16	Christian Herald .....	14	Grey, Adelaide, Ltd. (Toilet Prepara- tions) .....	14
Barker, R., & Son, Ltd. (Infants' Pre- servative) .....	xii	Christy, T., & Co., Ltd. (So-it-is Den- ture Powder) .....	26	Hack, Edward, Ltd. (Aspirin, &c.) ...	1
Beetham, M., & Son (Larola) .....	15	Collins, Reynolds & Co., Ltd. (Toilet Preparations) .....	26	Harris, Hart & Co., Ltd. (Epsom Salts, Glauber Salts, &c.) .....	iii
Bell, John, Hills & Lucas, Ltd. (Hali- but Oil and Malt, &c.) .....	Leader Page	Continental Laboratories, Ltd. (Codo- forme Botol, &c.) .....	7, vi	Heymann, Harry, Ltd. (O.P. Labor Syphon) .....	23
Bidwells, Ltd. (Bone Tooth Brushes) ...	15	Cook, Geo. (Shopfittings) .....	23	Howards & Sons, Ltd. (Salicylates and Aspirin Tablets) .....	i
Blyton, Astley & Co., Ltd. (Lozenges, &c.) .....	xii	Cooper, Son & Co., Ltd. (Cachets) Leader Page		Hubbuck, T., & Son, Ltd. (Oxide of Zinc) .....	viii
Bob Martin, Ltd. (Dog Remedies) .....	23	Court, K. (England), Ltd. (Rejuvenat- ing Skin-Cream) .....	13	International Bottle Co., Ltd. (Pipette Bottles) .....	xiv
Boots Pure Drug Co., Ltd. (Fine Chemicals) .....	xvi	Cox, A. H., & Co., Ltd. (C.O.B. Lines)	8	International Foot Appliances, Ltd. (Omniped Foot Cushion) .....	16
British Celanese, Ltd. (Bottle Capping)	18	Croda, Ltd. (Olive Oil) .....	26	International Laboratories, Ltd. (Do- Do Asthma Tablets) .....	vii
British Drug Houses, Ltd., The (Radio- Malt) .....	Cover iv	Dominion Steel Corporation, Ltd. (Razor Blades) .....	12	Jackson, J. G., & Crockatt, Ltd. (Fill- ing Machines) .....	18
British Felsol Co., Ltd. (Asthma Remedy) .....	Leader Page	Dudley & Co., Ltd. (Display Fittings)	14	Jones & Co. (Methylators), Ltd. (Methylated Spirit) .....	5
Bugges Insecticides, Ltd. (Derris In- secticides) .....	24	Endocrines-Spicer, Ltd. (Edwenil, &c.)	vi	Josephs, Philip, & Sons, Ltd. (Shop- fittings) .....	Col. Supp.
Burge, Warren & Ridgley, Ltd. (Sur- gical Rubber Goods) .....	26	Ephco Juice Co. (Concentrated Grape Juice) .....	xiii		
Burgoyne, Burbidges & Co., Ltd. (Essential Oils) .....	4	Fairy Dyes, Ltd. (Morning Pride Shav- ing Cream) .....	12		
Burrough, James, Ltd. (Alcohol for Perfumery) .....	Leader Page	Fecher, M. J., Ltd. (Drop Bottles) ...	4		
Burroughs Wellcome & Co. ('Tabloid' First Aid Outfits) .....	27	Fink, F., & Co. (Gums) .....	26		
		Ford, Shapland & Co., Ltd. ("Solvo" Toilet Paper) .....	17		
		Freudentheil, Smith & Co. (Lofoten Cod Liver Oil) .....	xii		

[Continued overleaf.]

**JONES**

FINEST QUALITY

**METHYLATED  
SPIRIT**ALL STRENGTHS  
IN STOCK.PROMPT DELIV-  
ERIES IN CASKS,  
DRUMS OR BY  
TANK LORRY.

Send your enquiries to:—

**JONES & CO. (Methylators) LTD., Bow, London, E.3**

TELEPHONE: ADVANCE 3210.

TELEGRAMS: METHSPIRIT. LONDON.



**INDEX—cont.**

Kay Bros., Ltd. (Cough Cure) .....	ix	Paramount Products, Ltd. (Confectionery) .....	iv	Solazzi Liquorice .....	iv
King, J. C., Ltd. (Showcases) .....	24	Parcelads, Ltd. (Advertising Tape Machine) .....	24	Southalls (Birmingham), Ltd. (Sanitary Towels) .....	17
La Parfumerie Moderne .....	12	Parke, Davis & Co. (Bronchial Lozenges) .....	Cover ii	South of England College of Pharmacy .....	23
Levermore, A., & Co., Ltd. (Precipitated Chalk) .....	26	Perry & Hope, Ltd. (Phosphate of Soda) .....	26	Sterns, Ltd. (Oils, Petroleum) .....	ix
Lightbown, J. W., & Sons, Ltd. (Grips Pastilles) .....	x	Petrolagar Laboratories, Ltd. (Endrine) .....	ix	Thackray, Chas. F., Ltd. (Lederle Antitoxins) .....	viii
London College of Pharmacy .....	23	Phosferine (Ashton & Parsons), Ltd. (Phosferine Tonic) .....	xii	Theron Laboratories, Ltd. (Princess Marguerite All-Purpose Cream) .....	20, 21
Low, Son & Haydon, Ltd. (Toilet Preparations) .....	26	Pifco, Ltd. (Sharpex Stoppers) .....	26	Thomas & Linton, Ltd. (Everhot Bags, &c.) .....	26
Macandrews & Forbes, Ltd. (Apollo Liquorice) .....	ii	Pitman, Sir Isaac, & Sons, Ltd. (Books) .....	24	Thompson, John (Wholesale Druggists, 1921), Ltd. (Olive Oil) .....	6
Marshall's Malted Milk, Ltd. .....	xiii	Potter & Clarke, Ltd. (Wholesale Druggists) .....	25	Tonicity Laboratories, Ltd. (Halmagon Tablets) .....	26
Martin, Bob, Ltd. (Dog Remedies) .....	23	Premier Oil Extracting Mills, Ltd. ...	xii	Toogood, Wm., Ltd. (Dropping Bottles) .....	xiv
Matthews & Wilson, Ltd. (Tablets, Pills, &c.) .....	iii	Reynolds & Branson, Ltd. (Surgical Sundries) .....	26	Trufood, Ltd. (Follow-on Tru-Food) ...	xi
Matthews, D., & Son, Ltd. (Shopfittings) .....	Col. Supp.	Riddell, Francis, Ltd. (Spasmopurin and Bronchovyrin) .....	7	Tyneside Industrial Development Board .....	16
Maund, F., & Berg, E., Ltd. (Showcases) .....	Col. Supp.	Riley, J., & Sons, Ltd. (Hypo, &c.) ...	vi	United Drug Co., Ltd. (Bisma-Rex) ...	x
Mawdsley, D., & Co. ('Asmolin' Tablets) .....	26	Roberts' Patent Filling Machine Co., Ltd. .....	18	United Glass Bottle Manufacturers, Ltd. (Medical Bottles) .....	Front Cover
May & Baker, Ltd. (Bismuth Carbonate, &c.) .....	9, 10	Rowland, A., & Sons, Ltd. (Macassar Oil) .....	14	Vosemar Co. (Hair Curlers) .....	15
Mysore, Trade Commissioner for, in London (Sandalwood Oil) .....	iv	Ryders, Ltd. (Aspirin Tablets) .....	iv	Warrick Bros., Ltd. (Nasal Vaccine) ...	28
National Glass Works (York), Ltd. (Bottles) .....	xv	St. Andrews Mills, Ltd. (Samaritan Toilet Rolls) .....	19	West, A., & Partners ('Uno' Pen Stencil Outfit) .....	24
Navy Blue Blade Co. (Razor Blades) ...	12	Savory & Moore, Ltd. (Agencies) .....	17	Whiffen & Sons, Ltd. (Salicin, B.P., &c.) .....	Cover iii
Neill, J., & Co. (Sheffield), Ltd. (Eclipse Tweezers) .....	22	Schutze, F., & Co., Ltd. (Surgical Appliances, &c.) .....	16	Wilson & Mansfield, Ltd. (Eucalyptus Oil) .....	ii
North British Rubber Co. (Hot Water Bottles) .....	2	Scurr, C. A. (Optical Tuition) .....	Leader Page	Wyleys, Ltd. (Bismuth and Magnesia Tropels, &c.) .....	Leader Page
Orridge & Co. (Valuers, &c.) .....	Col. Supp.	Sharplin, W. J., Ltd. (Stoppers) .....	24	Yestamin Co. (Dried Yeast Powder and Tablets) .....	26
		Singleton & Cole, Ltd. (Tobacco, &c.) .....	Leader Page	Zimmermann, C., & Co., Ltd. (Asthmolysin Ampoules) .....	v
		Smith, T. & H., Ltd. (Alkaloids) .....	iii		

MEMBERS OF CHEMISTS' FRIENDS SCHEME

**SALE RESTRICTED TO CHEMISTS ONLY**

Showstand as illustrated—Supplied FREE

*Jaytee's*

**HUILE d'OLIVE**

FINEST QUALITY      GUARANTEED PURE



SPECIALLY PREPARED

**FOR MEDICINAL USE ALSO SALADS Etc.**

Special Offer of

**JAYTEES**

**HUILE D'OLIVE**

To enable our customers to compete with all Multiple Stores and Company Shops

SELLING PRICE :

9d.   •   1/3   •   2/3   •   4/-

PER BOTTLE

WHOLESALE PRICE :

6/6   •   9/9   •   17/-   •   31/-

PER DOZEN

**In Gross lots—less 5%**

---

**JOHN THOMPSON**

(Wholesale Druggists 1921)      **LTD.**

**DUKE STREET, LIVERPOOL**

Phone : Royal 1434 (6 lines)    Wires : "Drugs, L'pool."



# Spasmodurin

Suppositories for Rectal  
Therapy of Bronchial  
Asthma. Dysmenorr-  
hoea Angina pectoris  
Purin Derivative with  
maximum effect.

Original Package con-  
taining 10 Suppositories.

**Asthma**  
Bronchovydin  
inhalation Therapy  
with the "Weil"  
Asthma Inhaler.  
Prevents and  
arrests Asthma  
attacks. Obviates  
injections. Original  
Bottles cont. 12.5 c.c.

# Bronchovydin

Dr. R. & Dr. O. WEIL, CHEMICAL WORKS.

SOLE DISTRIBUTING AGENT IN GREAT BRITAIN

FRANCIS RIDDELL LTD., Axtell House, Warwick St., Regent St., London, W.1

SOLE SELLING RIGHTS FOR SOME COUNTRIES STILL AVAILABLE

## CODOFORME BOTOL BRAND TABLETS

A laryngeal sedative—stops all coughs, including post-influenzal cough

Presented in tablet form, a convenient and standardised dose  
is assured without gastric disturbance

### FORMULA

CODEINE - - 1/11 grain	Tinct. ACONITE - - 1 minim
BROMOFORM 4 minims	Tinct. BELLADONNA 1 minim
Terpin and Sodium Benzoate as excipient	

***This Formula is exempt schedule 1***

**CONTINENTAL LABORATORIES LTD.**

30 MARKHAM ST., LONDON, S.W.1



*"The sales do not cease,  
to astonish us . . ."*

**AN UNSOLICITED TESTIMONIAL**

*(Original can be inspected at our offices)*

"... These goods are urgently required as the season is on us, and we do not wish to interrupt the success your C.O.B. lines are having. **The sales do not cease to astonish us**, nor have we ever had any lines which so aroused the enthusiasm of our assistants."

**2<sup>ND</sup>  
EDITION**



Yours faithfully,  
(Signed) R. E. M. L.

**C·O·B** STANDS

UNCHALLENGED AS THE  
GREATEST FORCE TO ENSURE  
REPEAT BUSINESS AND TO  
BUILD UP GOODWILL

IT COSTS THE PHARMACIST—  
**NOTHING**

**NOW READY**



Write TODAY for your copy of  
this interesting book, and get to  
know more about our compre-  
hensive service.

**ARTHUR H. COX & CO. LTD.**

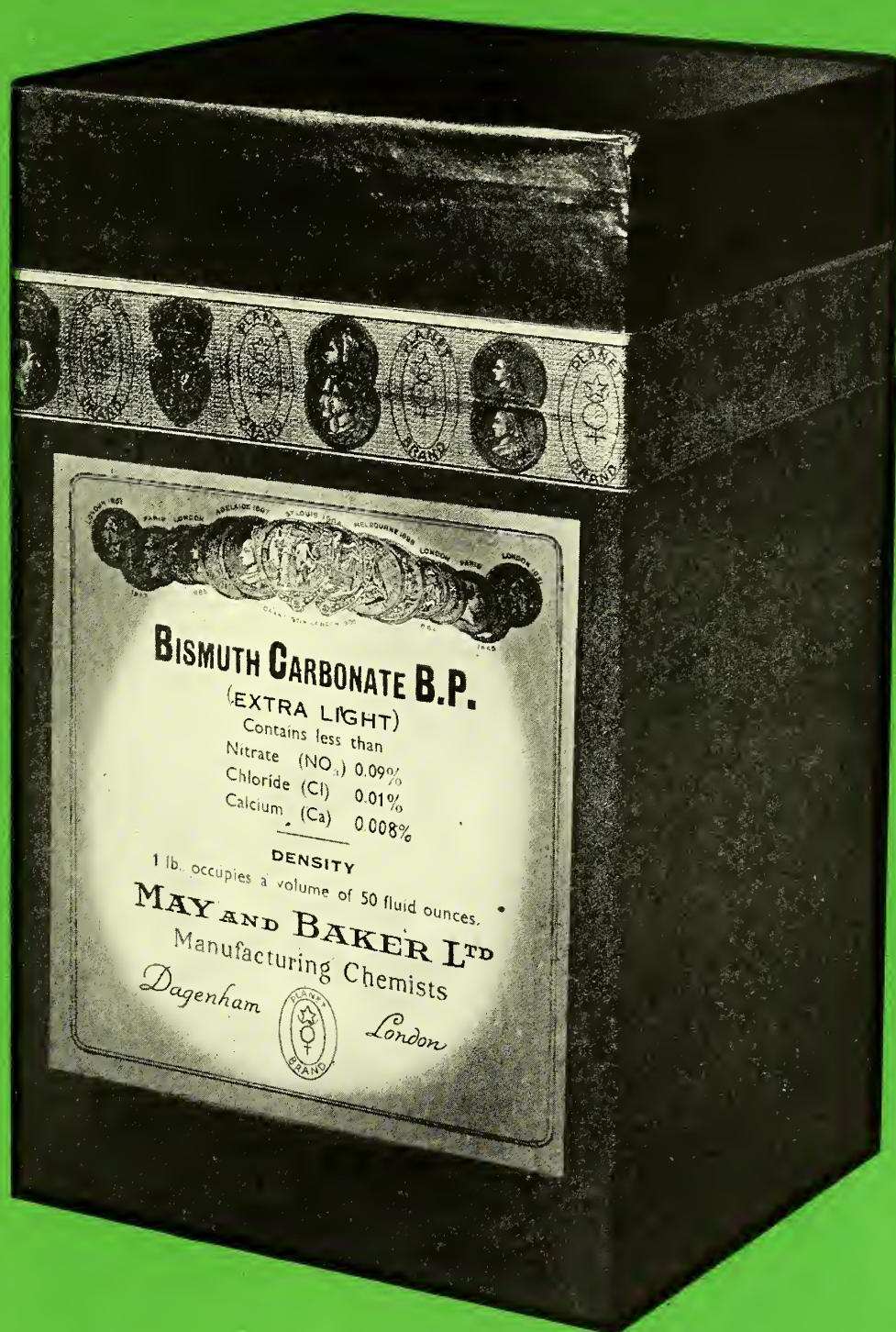
MANUFACTURING CHEMISTS SINCE 1839

THE LABORATORIES, BRIGHTON, 7



# Dispense **BISMUTH MIXTURE**

For DIGESTIVE TROUBLES IN ADULTS AND CHILDREN



For guaranteed purity and uniform whiteness and bulk  
always specify :— **BISMUTH CARBONATE B.P.**  
**MAY & BAKER Ltd. Dagenham**



**BRITISH MADE CHEMICALS**

**MAY & BAKER L<sup>TD.</sup>**

TELEPHONE  
ILFORD  
3 0 6 0

**DAGENHAM**

**PHENOBARBITAL  
EPHEDRINE  
CHLOROFORM  
ETHER  
MERCURIALS  
IODIDES  
BROMIDES  
MANDELIC ACID  
COCAINE  
PHENOLPHTHALEIN  
CITRATES  
ROCHELLE SALT**



**8<sup>D.</sup>**  
**PROFIT**  
 ON  
 AN  
**OUTLAY**  
 OF  
**10<sup>D.</sup>**  
 OR  
**80%**



**SOLD**  
**BY**  
**CHEMISTS**  
**ONLY**

**MADE**  
**IN**  
**OUR**  
**LONDON**  
**LABORATORIES**

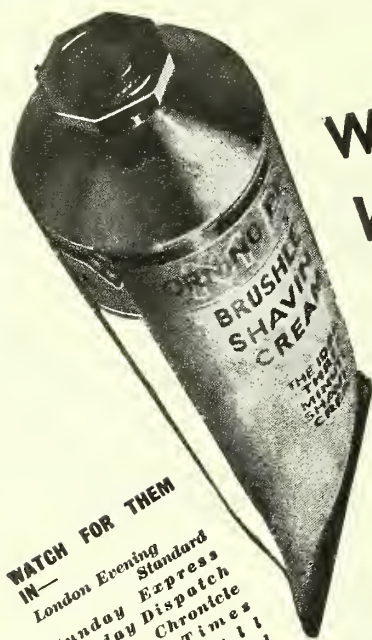
**Retail Price 1/6 per Jar. Chemists' Price 10/- per doz.**

LABORATORY DEPARTMENT  
**ARMOUR AND COMPANY**  
 LIMITED

**ARMOUR HOUSE, St. MARTIN'S-LE-GRAND,  
 LONDON, E.C.1.**

Telegrams: "ARMOSATA-CENT," LONDON  
 Telephone: NATIONAL 2424





WATCH FOR THEM  
IN—

London Evening Standard  
Sunday Express  
Sunday Dispatch  
Sunday Chronicle  
Sunday Times  
Sunday Bull  
John Bull  
Sunday Post  
Sunday Weekly Herald  
Glasgow Field  
Scottish Field  
Tablet Tit Bits

# WATCH SALES SOAR!

## WATCH YOUR STOCKS!

New National Advertising Campaign  
to consolidate the success of **MORNING PRIDE**

"Morning Pride" has taken premier place in the shaving cream market. First in public favour "Morning Pride" is second to none in rapidly increasing sales.

Look to your stocks and be sure of your share of profits from this new wonder shaving cream.

# MORNING PRIDE

REGD.

## THE RAZOR READY BRUSHLESS SHAVING CREAM

PRODUCT OF FAIRY DYES LTD., PHARMACEUTICAL DEPT.

For particulars of attractive Initial Order terms write

**SOLE DISTRIBUTORS - FASSETT & JOHNSON LTD**

86 CLERKENWELL ROAD, LONDON, E.C.1

### SOMETHING NEW FOR CHEMISTS

Retail  
**1½d.**  
each



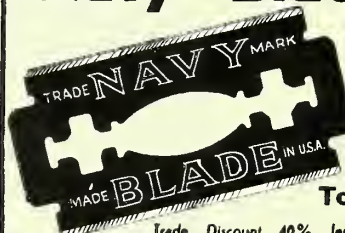
Retail  
**4**  
for  
**6d.**

The Slotted "Major" Blade fits  
Three-peg and Bar-Type Razors.

SAMPLE AND TERMS FROM—

**DOMINION STEEL CORPN., LTD.**  
FLEET WORKS, QUEEN'S ROAD, SHEFFIELD, 2

### 'Navy' Blue Blade



New process  
surgical **BLUE**  
steel blade suit-  
able for all safety  
razors.

To retail at 5 for 1/-

Trade Discount 40% less 2½% monthly discount.

**NAVY BLUE BLADE CO.** Condor House  
14 ST. PAUL'S CHURCHYARD · E.C.4

TELEPHONE · CITY · 7388

## LA PARFUMERIE MODERNE

(Established 1908)

*An Illustrated Monthly Review of the  
Perfumery and Allied Industries*

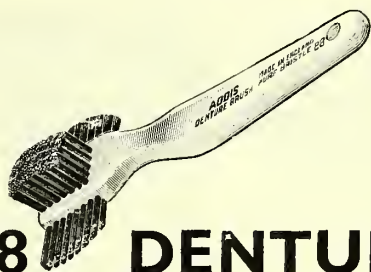
The regular publication (in English and Spanish as well as in French)  
of technical and practical articles on Essential Oils and Synthetic  
Perfumery Products is a feature of this popular Trade Journal.

Specimen copy and all particulars from

**15 rue Constant, Lyon**

**7 rue Chevreul, Paris (Xle)**





## No. 88 DENTURE BRUSH

YOU OWE IT TO YOURSELF TO GIVE THIS WONDERFUL  
LINE A TRIAL ON YOUR COUNTER

OBTAINABLE FROM ALL GOOD WHOLESALERS

PRICE.....16/- PER DOZEN RETAIL.....2/- EACH

# ADDIS

ESTD. 1780

BRUSH WORKS • HERTFORD

MADE IN ENGLAND BY THE OLDEST FIRM OF TOOTHBRUSH MAKERS IN THE WORLD

## CHAPPED HANDS!

In all cases of Chapped  
Hands you cannot do  
better than recommend

## CALVERT'S

CARBOLIC Ointment

an old and tried remedy

In Tins—1/3 (11/3 per dozen)

### SPECIAL OFFER

On all orders to the value of 27/-.....5% & 2½%  
" " " " " " £4 .....10/- & 2½%

**F. C. CALVERT & Co. Ltd.**  
MANCHESTER

The  
**DEMAND**  
for

## Kathleen Court

### " FACIAL YOUTH "

REJUVENATING SKIN - CREAM

is rapidly increasing

## WHY?

- 1 "FACIAL YOUTH" is an effective Preparation — repeat sales forming a high percentage of the business.
- 2 There is a consistent Advertising Campaign which includes the "Daily Mirror," "Daily Mail," "Sunday Dispatch," "Woman & Beauty," "Woman's Fair," "Modern Woman," "Woman's Sphere," "Woman's Weekly," "Wife & Home," "True Story," "True Romances," "Woman's Friend," "Woman's Journal," "Woman & Home," "My Home," "Mother," "Woman's Illustrated," "Everywoman's," "Mother & Home," "Weldon's Ladies' Journal," "Home Notes," "Good Housekeeping."
- 3 The retail price suits most pockets—1/6, 2/3, 3/-.

### YOUR MARGIN OF PROFIT

**33<sup>1</sup>/<sub>3</sub>%**

SPECIAL DISCOUNTS ON QUANTITY ORDERS

Descriptive Booklet and Price List on receipt of Postcard

Supplies from **KATHLEEN COURT (Eng.), LTD.**

324 REGENT STREET, LONDON, W.1

Or your usual wholesaler



# 10,000 on LALEEK ADVERTISING

by *Adelaide Grey* — BEAUTY SPECIALIST — BOND STREET

The demand for my Laleek Preparations grows every week—created by this national advertising campaign—write for details, display stands, and show material. My representative will call on you any time you wish.

## ADELAIDE GREY

27 OLD BOND ST LONDON, W.I.



# REGULAR REPEAT ORDERS...

ROWLAND'S MACASSAR OIL has maintained its popularity for over 140 years as the premier Hair tonic and dressing. You will do well to stock this famous preparation, for, being well advertised, you will be certain of regular repeat orders.

*It does not make the Hair sticky.*

**A. ROWLAND & SONS, LTD.**  
22 Laystall Street, Rosebery Avenue, London, E.C.1

# ROWLAND'S MACASSAR OIL

## MORE THAN 1,000,000 READERS

—serious-minded and conscientious, make up the circulation of the

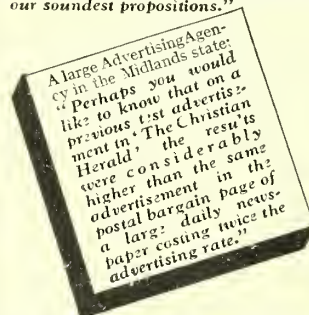
## CHRISTIAN HERALD

The **PAPER** for **RESULTS**

Extracts from Advertisers' and Agents' letters:

A large firm of Manufacturing Chemists writes:

"During twenty years of consistent advertising, we have always found that 'The Christian Herald' has proved one of our soundest propositions."



For years many National Advertisers have used "The Christian Herald," their keying proving its pulling qualities. Week in, week out, 250,000 homes take in "The Christian Herald." These British homes (homes in every sense of the word) represent over 1,000,000 devoted readers. Here is a splendid field for your product if it is right in price, right in quality.

Write for a specimen copy and rate card to Advertisement Manager (Dept. C.D.5), 6 Tudor Street, London, E.C.4 Tel.: Central 3559

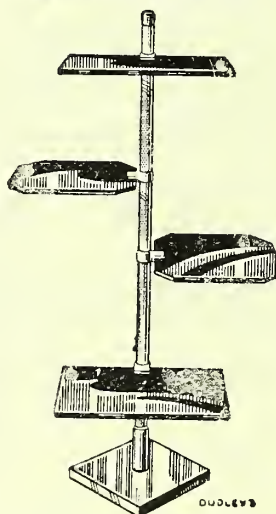
It pays to advertise in the

## CHRISTIAN HERALD

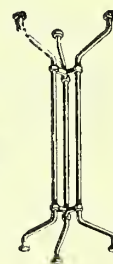
(the leading Religious Home Journal going into 250,000 HOMES Weekly)

## DISPLAY FITTINGS

Send for our fully illustrated List No. CD. 1695. Brimful of interest to you.



No. C.D.F. 5739. The latest Glass Rod Display Stands. The centre stem is a 24" Crystal Glass Rod mounted on heavy Chromium Plated Base—complete with 4 Black Glass Shelves.  
2 7" x 7" adjustable to  
2 9" x 5" any position.  
18/6 each Carriage Extra



No. C.D.F. 5616 Brown Bronze Tripods  
s. d.  
9" - 1 6 each  
12" - 1 9 "  
15" - 2 0 "  
18" - 2 3 "  
24" - 3 6 "  
Chrome finish  
s. d.  
9" - 2 6 each  
12" - 3 0 "  
15" - 3 9 "  
18" - 4 6 "  
24" - 6 0 "



No. C.D.F. 1015 New 1/2" Glass Ovals

s. d.  
11" x 5" - 1 3 each  
12" x 9" - 1 6 "  
14" x 10" - 1 9 "  
18" x 12" - 2 6 "

**DUDLEY & COMPANY LIMITED**  
453 Holloway Road, London, N.7  
City Showrooms 65 Fove Street, E.C.



**POST OFFICE TELEGRAM**

Charges to pay  
RECEIVED

Prefix Time handed in. Office of Origin and Service Instructions. Words. To.

4-8 72 H 146 3.43 LONDON T 46

From VOSEMAR CO 11 PARSONS LANE BURY =

REPEAT OUR LAST ORDER BY RETURN VERY URGENT =

LONDON

For free repetition of doubtful words telephone "TELEGRAMS ENQUIRY" or call, with this form at office of delivery. Other enquiries should be accompanied by this form and, if possible, the envelope.

**1/3 PER TUBE**

**1/6 PER TUBE**

**VOSEMAR**

**THE EFFECT  
OF TELLING  
20 million  
WOMEN  
EVERY WEEK**

20 million women are reading every week about Curly Top and Vosemar. Popular prices and steady national advertising are creating rising sales. Curly Top curls Toddler's hair and retails at 1/3 tube. Vosemar is the natural waver for women, retailing at 1/6 tube.

Put a box of each on your counter and they will practically sell themselves—for the advertising is good, and it is maintained. Your customers are being constantly reminded. Both lines are good repeaters.

In smart display outers containing 1 doz. (from your wholesaler or direct in case of difficulty). **Good discounts.**

**The VOSEMAR Co.,**

11, Parson's Lane, BURY, Lancs.

**Curly Top and Vosemar**

## BIDWELLS' Bone Tooth Brushes

**Bestow Bifold Benefits**  
FOR RIGIDITY and RELIANCE

**Bone is Best**

CHEMISTS' OWN PATTERNS  
A SPECIALITY

We specialise in the manufacture of Hair, Cloth, Hat, Nail, Bath, Jewellers', Baby Brushes, etc. Tortoiseshell, Ivory, Ebony and Silver Backed Brushes refilled and renovated.

**LET US QUOTE YOU**

Please send your enquiries to:

**BIDWELLS LTD.**  
**AXMINSTER, DEVON**

**BEETHAM'S**  
*Larola*

Protects your  
**FACE & HANDS**  
DURING SUMMER  
HEAT & WINTER COLD

**SOFTENS &  
BEAUTIFIES  
THE SKIN**

Winter means chapped hands, rough skin and increased demand for Beetham's Larola. Display and link up with our winter advertising. This special display stand free on application to:

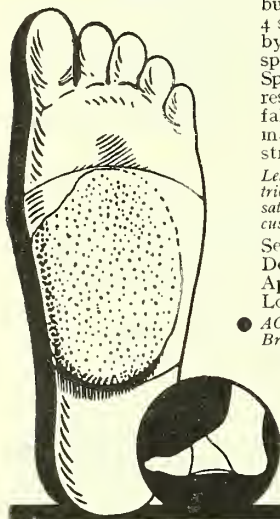
**M. BEETHAM & SON, CHELTENHAM**



## A NEW LINE for CHEMISTS OMNIPED

MASSAGING FOOT CUSHION

SUCCESSFUL  
QUICK SELLING  
PROFITABLE



An untouched market for Chemists. A most reasonably priced foot corrective which brings instant relief from painful foot troubles, and which is easily sold over the counter without troublesome fittings or bulky stocks, (OMNIPED is made in 4 sizes only). OMNIPED, designed by Dr. Allschoff, the eminent foot specialist, and recommended by Specialists and Doctors, is a soft, resilient foot cushion which supports fallen arches and automatically massages the muscles back to strength.

*Letters from Chemists and Stores pay tribute to Omniped—"... we are extremely satisfied with sales..." "... hear from our customers nothing but praise..."*

Send for full particulars today from Dept C. D., International Foot Appliances Ltd., 92 Baker Street, London, W.1.

• AGENTS WANTED in all parts of the British Empire.

**OMNIPED**  
British Patent No. 445,088

**3/11**

Per Pair Retail

## BONUS OFFER ON



## SURGICAL DRESSINGS

So great is our confidence in the merits of Steraïd dressings that we are making an introductory offer for a limited period only.

Every bona-fide chemist placing a 6-dozen or 3-dozen order of one kind or assorted will receive a bonus quantity of

ONE DOZEN or HALF-DOZEN FREE CARTONS of small Boric or Plain Steraïd lint, the return on which is 7/- per dozen.

**Robert Bailey & Son Ltd.**

Surgical Dressing Manufacturers  
STOCKPORT & LONDON

## To BUYERS of TRUSSES!

The most complete up-to-date facilities for the manufacture of RUPTURE APPLIANCES of every known English and American pattern are operating at  
**BLACK BULL WORKS,  
MARKET ROAD, LONDON, N.7**

**Hard Rubber, Celluloid, Leather and Mole**  
Covered and Elastic Band Trusses, under the

"MASTER"  
BRAND  
TRADE MARK



are sold in all  
Markets of the  
World.

**"KO-RALLIUM."** A new flexible covering for Steel Springs, is immune from Warping, Cracking, Shrinking or Peeling, Non-Inflammable, Impervious to Moisture, Neutral to URIC ACID Secretions. Supersedes Hard Rubber or Celluloid.

Get to know of this. It is Something Different!

### Suspensory Bandages and Jock Straps

We offer distinctive lines of outstanding value. Our weaving sheds allow of all intermediate profits being passed to our customers.

Write for sample range at Special Rate, then compare.

**F. SCHUTZE & CO., LTD.**

Black Bull Works, Market Road, London, N.7

## TYNESIDE

THE IDEAL SITE FOR YOUR WORKS  
3,000,000 People on your Doorstep  
SITES IN RURAL SURROUNDINGS  
Every Facility Available

Write:—

TYNESIDE INDUSTRIAL DEVELOPMENT BOARD  
CARLIOL HOUSE, NEWCASTLE ON TYNE, 1

WE SUPPLY

## DECORATED TINS

FOR PACKING

## OINTMENTS

AND OTHER PRODUCTS

SAMPLES AND PRICES UPON REQUEST

THE CALDICOT TIN STAMPING WORKS LTD.

CALDICOT, Nr. CHEPSTOW, Mon.



# IMPORTANT ANNOUNCEMENT

AS FROM

JANUARY 1st, 1937

WE HAVE BEEN APPOINTED

**SOLE AGENTS**

IN GREAT BRITAIN FOR

## E. MERCK - DARMSTADT

THIS AGENCY INCLUDES

MERCK PHARMACEUTICAL PRODUCTS


MERCK CHEMICALS in Standardised Containers and in Bulk

MERCK LABORATORY REAGENTS

'PHONE:  
WELBECK 5555  
(20 LINES)

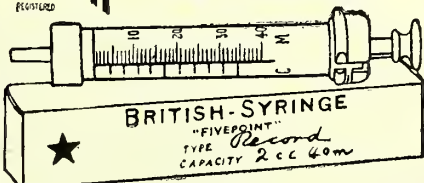
**SAVORY and MOORE LTD.**  
**61 Welbeck Street, London, W.1.**

'GRAMS:  
INSTRUMENTS  
WESDO  
LONDON



**HYPO: SYRINGES  
& NEEDLES**

BARRELS  
FROM  
ANNEALED  
GLASS  
OR  
PYREX GLASS



ESTABLISHED 1890      FULL PARTICULARS ON APPLICATION  
Wholesale and Export only. Telephone: Terminus 1046 (3 lines)  
**GENERAL SURGICAL COMPANY LTD.**  
GENSURGO HOUSE, ROSEBERY AVENUE, LONDON, E.C.1

## Southalls SANTOWELS

The "ORIGINAL" and most popular.  
The "CELTEX" soluble, easily disposed of.  
The "K" made entirely of absorbent cotton wool, with very soft cover.  
The "COMPRESSED" for travelling. A very popular line.

**SOUTHALLS (BIRMINGHAM) LTD.**

# SOL-VO



**NEW PRICES**

1 Doz. @ 6/- Doz.  
3 Doz. @ 5/6 Doz.  
6 Doz. @ 5/0 Doz.  
1 Gross @ 4/9 Doz.

CARRIAGE PAID  
NET

**FORD, SHAPLAND & CO. Ltd.**  
GT. TURNSTILE, HIGH HOLBORN,  
LONDON, W.C.1  
Telephone: Holborn 4695

**NO EVAPORATION.  
NO LEAKAGE . . .  
WITH OUR BOTTLE  
CAPPING and . . .**



*It gives the  
following advantages  
in operation . . .*

**SPEED—PERFECTION OF  
FINISH—MINIMUM WASTE**

**In Standard Colours—Black,  
Red, White or Blue. Special  
Colours and Shades to order.**

**PRICE 12/- TO 15/- PER GALLON ACCORDING  
TO QUANTITY**

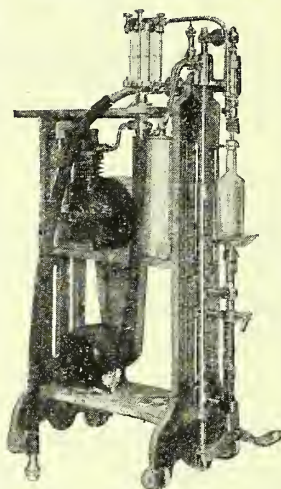
**DOPE DEPT.**

BRITISH CELANESE LIMITED,  
Celane House, Hanover Square, W.1

● May we give you the pleasure of testing it?  
Write for FREE sample C.S.I. to the above address.

**ROBERTS' PATENT**

## **"LEO" VACUUM FILLER**



for Glass, Stone,  
and Tin Bottles.  
Fills all sizes from  
drachm to quart—  
long, short or  
sprinkler neck.

**Clean and Rapid  
No Over Filling  
Broken Bottles  
Rejected**

**Easy to Clean  
Self Rinsing**

WRITE FOR  
PARTICULARS

## **Roberts' Patent Filling Machine** Company Limited

**33 Roundcroft Street, Bolton, Lancashire**

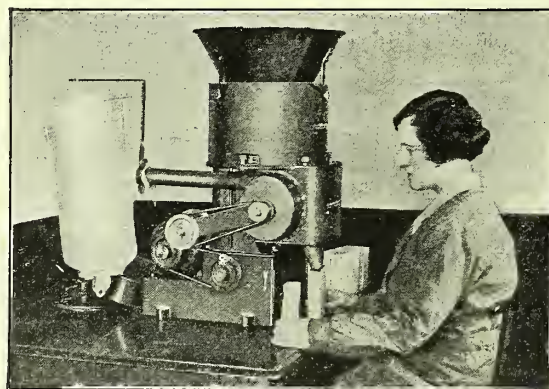
Makers of every description of Bottle Filling and Shallow  
Jar and Tin Filling Machine for the Chemists' use

**ALL RIGHTS RESERVED**

**JACKSON-CROCKATT**  
PATENT

## **FILLING MACHINES**

**FOR ALL POWDER MATERIALS**



**"MINOR" LOOSE-FILLING MACHINE  
WITH DUST COLLECTOR**

**For Filling**

Shampoo and Soap Powder, etc.

The fastest, cleanest and cheapest machine  
for filling small packets and envelopes

*Self-Contained motor drive*

**J. G. JACKSON & CROCKATT Ltd.**  
ENGINEERS

**DARNLEY STREET, GLASGOW, S.1**



# Samaritan

## Bonus Scheme Continues!

### *No increase in price!*

## 40%

### profit for you

### if you take advantage of our 1937 BONUS OFFER

For only 3 gross rolls taken within one year you get 4 dozen rolls free, provided you guarantee a four weeks' window display in one year. There is one coupon to every 4 dozen rolls, and your 9 coupons bring this generous bonus, making your usual 33 $\frac{1}{3}$ % net profit into 40%. Here is a Toilet Tissue, made entirely in England from the pulp to the finished product, and absolutely unsurpassed for quality. Exceptionally soft, soluble, economical because it is so absorbent, used in hospitals, recommended by Doctors for children and invalids, SAMARITAN is easily worth double its price.



Retail Selling Price

# 3d.

per roll

(P.A.T.A. LIST and  
BRITISH STATIONER  
ANNUAL)

Manufactured by St. Andrew Mills, Ltd., London, E.17.





A ROYAL  
*sponsors this new*



**H·R·H MARGUERITE**

PRINCESS RENÉ DE BOURBON DE PARME

**H**ER ROYAL HIGHNESS is one of the most beautiful Royalties living. Some time ago a face cream was specially created for her own private use and she has now graciously permitted it to be made for sale to the public. This all-purpose cream renews and rejuvenates tired, worn skin ; cleanses and protects the skin ; refines the pores and makes a perfect powder base. Her Royal Highness has also graciously consented to permit this cream to bear her own name.

PRINCESS MARGUERITE



# PRINCESS

## *Beauty Care*



### CONTINUOUS LARGE-SPACE ADVERTISING STARTS IN JANUARY



**IN JARS TO SELL AT 1/3 AND 6<sup>d</sup>.  
IN TUBES TO SELL AT 1/- AND 6<sup>d</sup>.**

Made by THERON LABORATORIES LTD., PERIVALE, MIDDX.

#### STRONG, SUSTAINED ADVERTISING IN LEADING NEWSPAPERS

Large-space advertisements will appear frequently in leading newspapers. They will include a message from the Princess herself.

#### RADIO ADVERTISING

Programmes will be broadcast from Luxembourg as follows: beginning January 1, every Friday from 12 midnight to 12.30; beginning March 28, every Sunday from 1 to 1.30 p.m.

#### EFFECTIVE DISPLAYS FOR YOUR WINDOW AND YOUR COUNTER

Beautifully finished portraits of Her Royal Highness have been prepared in sizes to suit your shop, with display stands for the jars and tubes.

#### FREE TO YOU

We are sending to all chemists, with our compliments, a 1/3 jar and a 6d. tube of this new cream. They should reach you within the next 5 days. Display and sell them.

They will be sent to you absolutely free.

# *All-Purpose* CREAM





# SHEFFIELD QUALITY

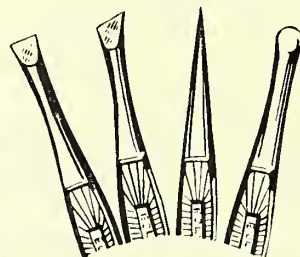
"Eclipse" Tweezers made from Sheffield Stainless Steel offer unique sales possibilities. They are of practical design and of exceptional quality. They are highly polished both inside and outside, the tips meet accurately and the spring is so adjusted that only a small pressure is required to give a perfect grip.

Every pair of "Eclipse" Tweezers is examined individually and is yet another example of "Eclipse" quality.

## IN FOUR SHAPES

*Supplied in Square,  
Slant, Pointed or  
Round Ends*

## ACTUAL SIZE



**STAINLESS  
STEEL**

**TWEEZERS**

Mounted on neat Display Cards or in Boxes (Moisture-proof). Finished in Black and Silver, which greatly enhances the bright finish of the Stainless Steel.

Display Cards hold 12 Tweezers. Display Boxes hold 2 or 3 dozen Tweezers—each dozen comprising 4 Square, 4 Slant, 2 Pointed and 2 Round End.

*Write for further particulars and  
generous Trade Discounts to*



**JAMES NEILL & CO. (SHEFFIELD) LTD., SHEFFIELD, England**



"Bob Martin's are jolly good for growing winter coats aren't they?"



"Yes and I heard the chemist say they're jolly good for business too."



### O.P. LABOR SYPHON.

New self-priming glass syphon. Emplies simply, practically and reliably, even to last drop.

**HARRY HEYMANN LTD.**  
COATES TERRACE, MANCHESTER RD., BRADFORD-YORKS

## Chemists' Fittings

*When you want Shop Fittings it will pay you to send to*

**GEORGE COOK**

*The Chemists' Working Shopfitter,*

27 Macclesfield Street, City Road, LONDON, E.C.1

40 years' experience. 'Phone: Clerkenwell 5371 Rough Sketches free

## LONDON COLLEGE of Pharmacy

Founded by H. WOOTTON, B.Sc. C. W. GOSLING, Ph.C.

Principal:—IRVINE G. RANKIN, B.Sc., Ph.C.

Specialists in Training Pharmacists

REVISION CLASSES: P.S. and C. & D. for  
MARCH EXAMS. JUST COMMENCING  
Fee ONE GUINEA per week

Postal Courses for Apprentices and Juniors

### "Essentials of Pharmacy"

New Edition 66 post free

361 CLAPHAM ROAD, S.W.9

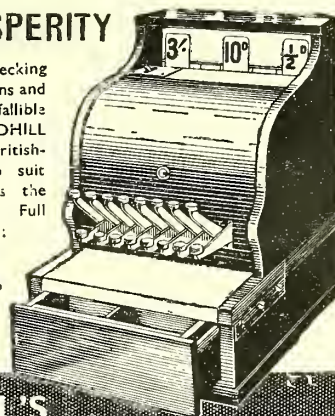
Telephone: BRIXTON 2161

## ENSURE PROSPERITY

in 1937 by efficient cash checking methods. Modern conditions and better trade demand an infallible check such as the GLEDHILL "MONARCH" REGISTER. British-made in various styles to suit individual taste, it ensures the full benefit of your trading. Full details, catalogue etc., from:

**G.H. GLEDHILL & Sons Ltd.**

16 Trinity Works,  
HALIFAX.



**GLEDHILL'S**

## THE SOUTH OF ENGLAND COLLEGE OF PHARMACY

Principal—H. LUCAS, Ph.C., F.C.S.

### "THE SCHOOL FOR SUCCESS"

This College affords systematic instruction in the subjects for the Preliminary Scientific and Qualifying Examinations.

A New Course for the Preliminary Scientific starts early in April, 1937; fee, 6 months, 20 guineas.

Revision Courses 3 months, commence in January, April and July; fee, 10 guineas.

Once-a-week Classes for Part I are held each Wednesday 2-8.30; fee, £2.2.0 per term.

For all particulars apply THE PRINCIPAL—

186 CLAPHAM RD., LONDON, S.W.9. Phone: REL 2037

Why

**CATALINE**

Pays  
to Stock

**BECAUSE** it enjoys the largest sale of any Cattle Medicine Preparation and is on the P.A.T.A.

**BECAUSE** it is consistently advertised and all advertisements refer to the Chemist as the source of supply.

**BECAUSE** it is well packed, does what it is advertised to do, and shows the trade a satisfactory profit.

**BECAUSE** we do not employ travellers to call on Farmers or solicit orders at cattle fairs or markets.

One size, retailed at face value, viz.: 3/9 per bott.

Cash with order terms:

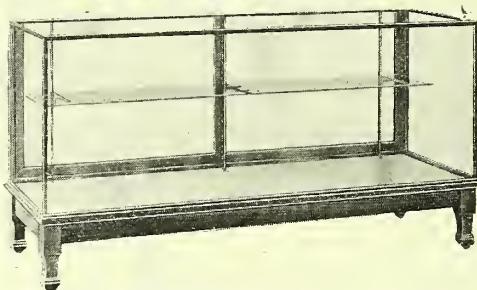
1 doz. 36/-, 3 doz. at 35/6, 6 doz. at 35/-, 12 doz. at 34/6 per doz.

CARR. PAID. CASES FREE.

Stocked by most Wholesale Houses.

**THE CATALINE CO., LTD., Bristol**

## KING'S FOR SHOWCASES



No. H 3262. This magnificent showcase can be supplied with an oak or mahogany frame and is glazed with new first quality drawn plate glass front, top and sides. The back is fitted with 2 clear glass sliding doors on roller bearings. The interior is fitted with standard bars and adjustable brackets and one row of plate glass shelves, 12" wide x 1/4" thick polished edges. The bottom of the showcase has a polished oak plywood floor and the legs are fitted with adjustable metal feet. Over-all dimensions:—  
4 feet long x 3 feet high x 2 feet back to front.

**PRICE £6 13 6 EACH**

No. H 3281. A similar showcase to the above but 5 feet long.

**PRICE £7 12 6 EACH**

No. H 2913. A similar showcase to the above but 6 feet long.

**PRICE £8 0 0 EACH**

WE WILL BE PLEASED TO FORWARD OUR COMPLETE LIST OF PHARMACY FIXTURES AND FITTINGS No. 1013 POST FREE

**CORONATION DECORATIONS**

Do not fail to send for our catalogue of Window and Exterior Decorations, No. 1780, the most complete list in the trade.

**J. C. KING, LTD.**

42-60 Goswell Road, London, E.C.1

Telephones: CLERKENWELL 2315 (6 lines)

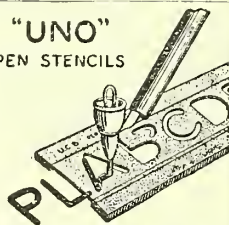
Make your own **SHOWCARDS,**  
**PRICE TICKETS, &c.**  
with the

**'UNO'**  
PEN STENCIL  
OUTFIT

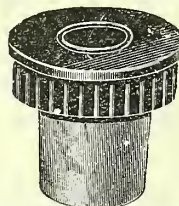
Send for full particulars of this  
inexpensive but useful outfit

**A. WEST & PARTNERS**  
91 PETTY FRANCE, WESTMINSTER, S.W.1

"UNO"  
PEN STENCILS



COMPOSITION STOPPERS  
BAKELITE MOULDINGS  
COMPACTE COSMETIC & ROUGE BOXES



200 Varieties  
Any Colour.

A suitable Composition Stopper will enhance the selling value of your package. Let us fit your Bottles and quote you.



**W. J. SHARPLIN, Ltd.** Telephone: Mountview 0952  
Middle Lane Works, Hornsey, LONDON, N.8

**LATIN FOR PHARMACEUTICAL STUDENTS** By J. W. Cooper & A. C. MacLaren

A short cut to a complete knowledge of pharmaceutical Latin, specially compiled for students preparing for the Qualifying Examination of the Pharmaceutical Society. Comprises 11 lessons, each representing one fortnight's work. Second Edition. 120 pages. 6/- (by post 6/4).

**PITMAN, Parker St., Kingsway, London, W.C.2**

Specialists in all forms of **derris** for insecticides etc.  
**BUGGÉ'S INSECTICIDES LTD.**  
SITTINGBOURNE KENT

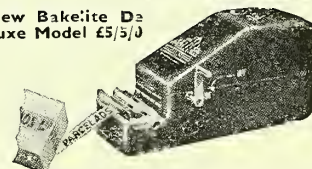
Tas Bu 75

### SELF-PRINTING ADVERTISING TAPE MACHINE

Let your parcels advertise your goods. This marvellous machine actually prints in one or two colours, moistens and delivers advertising adhesive tape for sealing your parcels at an amazingly small cost. This machine not only opens up a wonderful new advertising medium, but reduces packing costs to an astounding degree. One foot of tape does the work of seven feet of string. **WRITE FOR DETAILS—**

**PARCELADS LTD., SALISBURY HOUSE, LONDON WALL, E.C.2**

New Bakelite D2  
Luxe Model £5/5/0

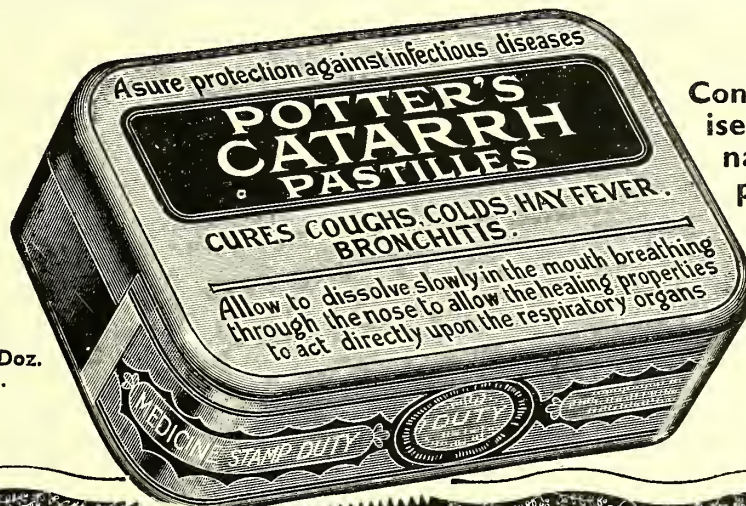




*These two Remedies are always backed*

by ★ **BONUS TERMS**  
 ★ **NATIONAL ADVERTISING**  
 ★ **60 YEARS A HOUSEHOLD WORD**

POTTER'S ASTHMA & CATARRH REMEDIES



P.A.T.A. 1/3, 11/- Doz.  
 Packed in  $\frac{1}{2}$  Doz.

Consistently advertised in all the great national newspapers thus ensuring a big demand

**POTTER & CLARKE**  
 LTD.

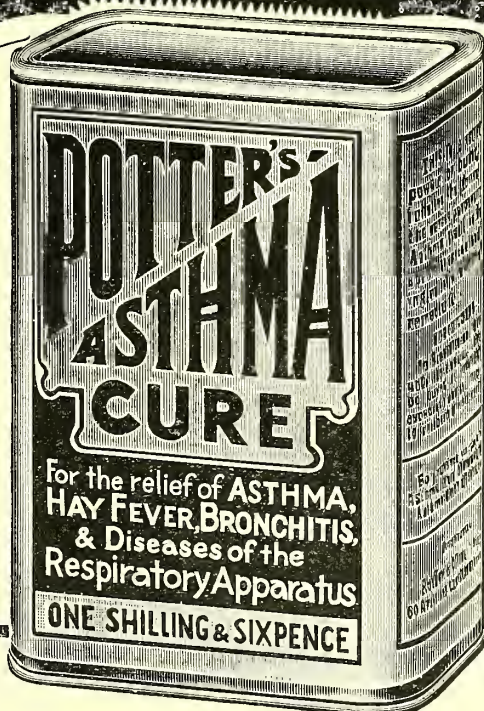
Retail 1/6, Wholesale 14/- doz.  
 Packed in  $\frac{1}{2}$  Doz.

**60-64 ARTILLERY  
 LANE, LONDON, E.1**

'PHONE : BISHOPSGATE 4761 (5 lines)  
 'GRAMS : HOREHOUND, PHONE, LONDON

**77 DANTZIC STREET,  
 MANCHESTER, 4**

'PHONE : BLACKFRIARS 8734  
 'GRAMS : HOREHOUND, MANCHESTER



#### BONUS TERMS

#### POTTER'S ASTHMA REMEDIES

On orders for 6 dozen Potter's Asthma Remedies and/or Catarrh Pastilles we offer a bonus discount of 5% (Journey account, or if no journey, monthly account) in return for a window display of these goods. The prices of Potter's Advertised Remedies are

POTTER'S ASTHMA CURE 14/- doz.  
 POTTER'S ASTHMA CIGARETTES 14/- doz.  
 POTTER'S SMOKING MIXTURE 7/- doz.  
 POTTER'S CATARRH PASTILLES 11/- doz.



# PRECIPITATED CHALK

**LIGHTEST—MEDIUM—DENSE.**

And All Other Grades To Suit Every Purpose.

Prepared Chalk B.P. and Powdered Talc.

\*Phone: Mansion House 7300. Tel. Add.: "Levermore, Phone, London."

**A. LEVERMORE & CO. LTD.**

110 CANNON STREET, LONDON, E.C.4.

ABC Codes.  
6th Edition

## GUMS TRAGACANTH AND ACACIA

As Imported or Finely Powdered  
**ALL GRADES**

FREDK. FINK & CO., 10 & 11 Mincing Lane, London, E.C.3

Telephone: Mansion House 5094

Are you stocking

## YESTAMIN?

Dried Yeast in its most concentrated and most convenient form—powder and tablets. Generous terms and good discounts. *Write today to:*  
The YESTAMIN CO. (The English Grains Co. Ltd.) Shobnall Rd. Burton-on-Trent

## TRIBASIC PHOSPHATE of SODA

FREE RUNNING WHITE POWDER

Price and sample on application to:

**PERRY & HOPE LIMITED**  
NITSHILL - GLASGOW

## THOMAS & LINTON, LTD.

4 GRAY'S INN ROAD, LONDON, W.C.1

Telephone: Holborn 5518

Everhot Bags,

Canda Products, Iodine Locketts,

Ephedrol, Litesome Belts

Deliveries from London Stock

*Eau de Cologne . . . Lavender Water*

**ALL TOILET PREPARATIONS**

*Low, Son & Haydon, Limited*

5 GT. QUEEN ST., LONDON, W.C.2

COURT

TELEPHONE: HOLBORN 4007

EST. 1790

PERFUMERS

## CONTRACEPTIVES

We have been supplying Contraceptives of all kinds now for over 30 years and our well-known Safeguard & Empire Brands are still as popular as ever. THESE FACTS SPEAK FOR THEMSELVES and prove the confidence we have secured which is the fundamental principle in selling these goods.

All our Brands are guaranteed to be of the finest manufacture.

*Write for complete Price List and Samples.*

**BURGE, WARREN & RIDGLEY, Ltd.**

91-92 Great Saffron Hill, London, E.C.1



PF4

Order from

## THIS BOOK WILL HELP YOU

—known as the "CHEMISTS' RECIPE BOOK"—it is a veritable mine of information—nearly 1,000 pages of useful formulas for everyday use. Just the book for handy counter reference. It quickly repays its small initial cost. A unique collection of tried and tested formulas for every purpose—each one of practical value.

This book—**PHARMACEUTICAL FORMULAS**, Vol. 2, can be yours for 15/6, post free. The Publisher, 29 ESSEX STREET, STRAND, LONDON, W.C.2



For all grades of Olive Oil write for samples and prices to

**CRODA LTD.**  
GOOLE, YORKS

ALL GRADES

PHONE: RAWCLIFFE 40 & 41  
GRAMS: CRODA, GOOLE

## ASMOLIN for Asthma

The most profitable Asthma Treatment on the market

Excellent display material and sales aids provided

**D. MAWDSLEY & CO., 4 & 6 Riga St., Manchester**

## HALMAGON

BRAND

TABLETS

TRADE (P.A.T.A.) TERMS: 31/6 Doz. Boxes. Retail: 3/6  
Box. Trial Tubes 9/- Outer of 1 Doz. Retail 1/- per tube.

*Display Bonus 13 to the Dozen*

Tonicity Laboratories Ltd., 6-8 Emerald St., London, W.C.1

## FOR FAST SALES

*and big profits*



Stock up "PIFCO" Sharpex Razor Blade Stoppers. They sell on sight, being nationally advertised. For economy and clean shaving, Sharpex Stoppers are unequalled. 2s. each. For trade discount apply to—

**PIFCO LTD., Watling Street, Manchester**  
London Office: 150 Chancery Cross Road, W.C.2

## ● ARE YOU BUYING

Lip Sticks, Eyebrow Pencils, Nail Polishes, Styptic Pencils, Smelling Salts, Perfumes, Brilliantines, and all Cosmetic Goods? If so write:

**COLLINS, REYNOLDS & CO., LTD.**

4 SUMMER HILL TERRACE, BIRMINGHAM, 1

Wholesale and Export only.

## WE CAN HELP YOU

in furnishing you with Surgical and other sundries to give a high average profit!

*Enquiries will receive our prompt expert attention*

**REYNOLDS & BRANSON Ltd., 13 Briggate, LEEDS 1**

Telegrams: REYNOLDS Leeds

Telephone: Leeds 20046

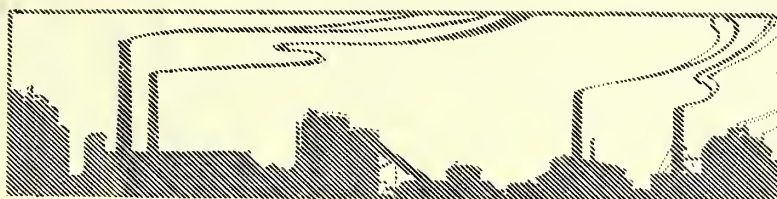


The Perfect Powder for cleaning Dental Plates

**THOS. CHRISTY & CO. LTD., Old Swan Lane, E.C.4**

Will send Samples and Showcards upon request.

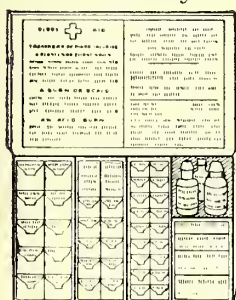




TRADE MARK 'TABLOID' BRAND

# FIRST-AID IN INDUSTRY

Outfits as convenient as skill and experience can make them. When opened all contents may be seen at a glance. The contents are of exceptional quality perfectly packed so as to remain clean and ready for use indefinitely.



Measurements  
 $8\frac{1}{2} \times 12\frac{3}{4} \times 3\frac{1}{4}$  in.  
In Black Enamelled Metal

## 'TABLOID' FIRST-AID, CASE A

Satisfies Home Office requirements for factories employing up to 50 persons.

## 'TABLOID' FIRST-AID, CASE B

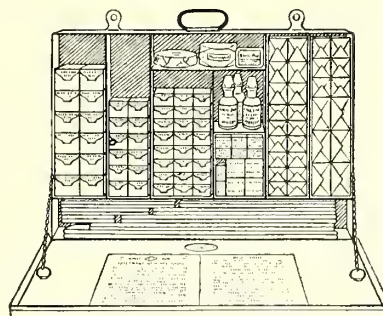
Conforms to regulations applying to Factories employing 50 to 150 persons. Unless an ambulance room is available it is necessary to instal

## 'TABLOID' FIRST-AID, CASE B1

## 'TABLOID' FIRST-AID, CASE D FOR BUILDERS AND CONTRACTORS

A reliable equipment conforming to the requirements of the Building Regulations under Section 79 of the Factory and Workshops Act 1901. Specially designed for the purpose and meets all needs.

Measurements.  $19\frac{1}{2} \times 18\frac{1}{2} \times 8$  in. Weight. approximately, 11 $\frac{1}{2}$  lb.  
Black Enamelled Metal



Full particulars and prices on application



G 1977

**BURROUGHS WELLCOME & CO., LONDON**

COPYRIGHT

# WARRICK BROS. LTD.

R. HENDRIE & CO. • ESTAB. 1760 • MADDOCKS & CO

**NATURAL  
PREVENTION AND  
CURE OF**



**COLDS  
INFLUENZA  
CATARRH**

ARRESTS SPREAD OF INFECTION!

*An outstanding advance in modern medicine!*

WARRICK BRAND

## NASAL VACCINE

**FOR NASAL INHALATION—NOT FOR INJECTION**

Prepared from micro-organisms which are intimately associated with colds etc., and which are present in nasal and throat passages. It acts by stimulating the tissues to develop resistance and therefore natural immunity. Three weeks treatment gives immunity from colds lasting 2—3 months.

TRADE PRICE

**20/-**

PER DOZ. BOTTLES.

**Each bottle  
with dropper  
and in carton.**

ATTRACTIVE  
SHOWCARD.

CORRECTED  
RETAIL PRICE

**3/-**

PER BOTTLE.

Send to WARRICK BROS., LTD., for descriptive circulars.

Specialists in

CAPSULES • PASTILLES •

TOILETS • LOZENGES •

**WARRICK BROTHERS, LTD.,**

Telephone : Clerkenwell 2452 (two lines).

Telegrams : Warrickers, Nordo-London.

**NILE STREET • LONDON**



# The CHEMIST AND DRUGGIST

The Business Newspaper for all Sections of the Drug, Pharmaceutical, Chemical, Cosmetic, Perfumery and Associated Industries

The official organ of The Pharmaceutical Society of Ireland, The Pharmaceutical Society of Northern Ireland, The Chemists' and Druggists' Society of Ireland, and of other Chemists' Societies in Overseas Dominions

Published Weekly at

28 ESSEX STREET, STRAND, LONDON, W.C.2

Telegrams : "Chemicus, Estrand, London"

Telephone : Central 6565 (10 lines)

## BRANCH OFFICES

4 CANNON STREET, MANCHESTER (TEL. : BLACKFRIARS 3052)  
54 FOSTER'S BUILDINGS, HIGH STREET, SHEFFIELD (TEL. : 22458)  
19 WATERLOO STREET, GLASGOW (TEL. : CENTRAL 2329)  
111 NEW STREET, BIRMINGHAM (TEL. : MIDLAND 2921)

19 QUEEN STREET, MELBOURNE, C.I. AUSTRALIA  
553 SHORTLAND STREET, AUCKLAND, NEW ZEALAND  
155 AVENUE DE WAGRAM, PARIS, XVII<sup>e</sup> (TEL. : ETOILE 19-79)  
PLANTAGE FRANSCHELAAN 32 AMSTERDAM-C. HOLLAND

## CONTENTS

VOL. 126. NO. 2971

JANUARY 16, 1937

PAGE	PAGE	PAGE	PAGE
Adrenaline in Asthma ..... 58	Correspondence :—	HYDRASTIS ..... 65	On Our Bookshelves ..... 58
Benzyl Benzoate for Scabies ..... 67	Letters ..... 72	Information Department... 62	Opium Determination ..... 59
Births ..... 61	Miscellaneous Inquiries... 74	Insurance Act Dispensing 53	Personalities ..... 61
Business Changes ..... 61	Subscribers' Symposium 73	Irish Notes ..... 51	Recent Wills ..... 57
Charity Pharmacy ..... 58	Deaths ..... 61	Legal Reports ..... 52	Retrospect ..... 74
Coming Events ..... 61	Editorial Articles :—	Marriages ..... 61	Topical Reflections ..... 51
Competition by Ex-Employees ..... 59	What's Going on Here? 63	New Companies and Company News ..... 52	Trade Marks ..... 57
Corner for Students ..... 67	Vocational Report ..... 64	Newer Anaesthetic Agents 56	Trade Notes ..... 60
	Initials and Afterthoughts ..... 64	News in Pictures ..... 55	Trade Report ..... 68
	Commodity Markets ..... 64	News of the Week ..... 49	West Ham Meeting ..... 54

## News of the Week

### Key Industry Duty Notice

The Board of Trade have received applications under Section 5 (5) of the Finance Act, 1936, for a licence to import free of duty the following articles :—

A Uhertype hand photo-composing machine, a Uhertype photographic making-up machine, and a Uhertype photographic justifying apparatus.

External micrometer gauges for measuring screw threads, interchangeable jaws therefor and master gauge bars for use with such gauges.

Any representations that similar articles are made, or are likely to be made within a reasonable time, in the United Kingdom or elsewhere in His Majesty's Dominions should be addressed to the Principal Assistant Secretary, Industries and Manufactures Department, Board of Trade, Great George Street, London, S.W.1, not later than February 10, 1937.

### Dangerous Drugs Acts, 1920-32

#### WITHDRAWAL OF AUTHORITY

(From "The London Gazette," January 12, 1937)

Whereas Andrew Thornton, M.B., Ch.B., of 140 Page Moss Lane, Liverpool, 14, has been convicted of offences against the Dangerous Drugs Acts:

And whereas the said Andrew Thornton cannot, in my opinion, properly be allowed to be in possession of or to supply any of the drugs or preparations to which Part III of the Dangerous Drugs Act, 1920, applies:

Now, therefore, in pursuance of the powers conferred on me by Regulation 6 of the Raw Opium Regulations, 1921, as

extended by the Coca Leaves and Indian Hemp Regulations, 1928, and by Regulation 7 of the Dangerous Drugs (Consolidation) Regulations, 1928, I hereby give notice that I withdraw, as from to-day's date, from the said Andrew Thornton, the authority granted by the said Regulations to duly qualified medical practitioners to be in possession of and to supply raw opium, coca leaves, Indian hemp, and the drugs and preparations to which Part III of the Dangerous Drugs Act, 1920, applies:

And I also direct, as from the same date, that it shall not be lawful for the said Andrew Thornton to give prescriptions for the purposes of the Dangerous Drugs (Consolidation) Regulations, 1928.

JOHN SIMON,  
One of His Majesty's Principal Secretaries of State.

Whitehall, January 6, 1937.

### Exhibition of British Architecture

The Winter Exhibition at the Royal Academy of Arts, London, W.1, which opened on January 11, is this year devoted to British architecture, old and new. The term "old" must be interpreted relatively, as the committee of selection has apparently been unable to obtain much of the work of earlier architects than Inigo Jones (1573-1652), and the preponderance of the exhibits is heavily on the side of recent examples. Visitors will be wise to note this fact in advance, and to be aware also of the considerable space allotted to domestic architecture. Many of the items in the "Retrospective Section" are of genuine historical interest in addition to their value for students; and for this reason

the Exhibition should be seen by a wider public than it has so far attracted. Of individual exhibits we may mention the new Royal Veterinary College in London (365-67), the extension to the premises of the British Medical Association (521-23), the Wellcome Foundation building (605,06), and Unilever House (1365,66). To those who have grown accustomed to the more comfortable positions of pictures at Royal Academy exhibitions in recent years the few portraits in Gallery III seem unkindly "skied." Mr. H. J. Rowse is represented by some of his Liverpool designs but not by any plan of the new building of the Pharmaceutical Society in Brunswick Square.

### British Standards Institution

The British Standards Institution has issued a new specification entitled "British Standard Specification for Density Hydrometers." The committee entrusted with the preparation of standard specifications for hydrometers found that there are in common use a large variety of hydrometers, and came to the conclusion that any attempt to standardise hydrometers type by type would tend towards perpetuating a state of confusion rather than towards achieving simplicity and uniformity. They were therefore driven to consider the whole question from first principles.

The hydrometers are adjusted to indicate density—mass per unit volume—in grams per millimetre at 20° C. The basis of the scale is thus entirely free from ambiguity and is expressed in universally recognised units. A wide choice of hydrometers is provided of varying range and accuracy, and the National Physical Laboratory has made arrangements for testing hydrometers for conformity with the specification. Tables giving, over a temperature range generally from 10° C. to 40° C., the density and composition of a number of liquids including sugar solutions, sodium chloride solutions, caustic soda solutions, sulphuric acid, hydrochloric acid and nitric acid are in course of preparation and will be published separately. The committee will willingly consider suggestions for the preparation of tables for other liquids of industrial importance. Copies of this specification (B.S.S. No. 718) may be obtained from the Institution, 28 Victoria Street, London, S.W.1, price 3s. 6d. (3s. 8d. post free in Great Britain and Ireland, 3s. 10d. post free overseas).

### Fairchild Scholarship and Prizes

The syllabus of this year's examination for the Fairchild scholarship and prizes has just been issued. The examination will be conducted in London, Manchester, Cardiff, Edinburgh, Dublin and Belfast. Entries must be received, in writing, not later than June 1. The usual arrangements for a refund in respect of certain railway fares are made. The syllabus may be obtained on application to the Secretary, Mr. Herbert Skinner, Ph.C., c/o Fairchild Bros. & Foster, Albert Chambers, 65 Holborn Viaduct, London, E.C.1.

### Exeter

The annual whist drive, supper and dance of the Exeter and District Branch of the Pharmaceutical Society, held at Deller's Café, Exeter, on January 6, was honoured by the presence of civic representatives. Proceedings opened with the whist drive, held in the ballroom and overflowing into an adjoining room. Mr. A. C. Milton acted as M.C. and got the drive through promptly at supper time. Occupying the civic table were the Mayor and Mayoress (Mr. and Mrs. A. Anstey), the Sheriff (Mr. Norman Lock) and Mrs. Lock, and Mr. and Mrs. F. Southerden. After supper there was dancing until the early hours of the morning. During an interval Mrs. Norman Lock distributed prizes for whist and dancing, given by well-known wholesalers. Thanks to the civic representatives was expressed by Mr. Southerden. The arrangements were made by a committee comprising Mr. and Mrs. Milton, Mr. Southerden, Miss Hilda Stone, Mr. W. H. Clarke and Mr. C. Symes.

### London

The North London Branch of the Pharmaceutical Society held a New Year dance in the Manor House Hotel on January 7. A prize was raffled in aid of the Benevolent Fund and was presented by Mrs. Swanston.

Ascotts Pharmacies (1933), Ltd., are closing their offices and warehouse at 48/50 Durham Road, Holloway, N.7, from January 16 to January 23 for the purpose of removing to their

new premises at Beresford Avenue, Heather Park Drive, Wembley. On and after January 25 all communications should be sent to the latter address.

An unusual cause of death was disclosed at a West London inquest on January 11, when Sir Bernard Spillsbury stated in evidence that death was due to eating a soap containing, he understood, 4 per cent. of carbolic acid. The amount eaten would not have killed a young and healthy person, but the patient in question, a woman aged seventy-nine, was feeble. An "Accidental death" verdict was given.

In Bow County Court, on January 13, Burgoyne Burbidges & Co., Ltd., manufacturing chemists, applied for payment of a judgment debt of £18 from Mr. B. B. Dutta, chemist and druggist, Church Street, Stoke Newington, N.16. The defendant appeared and offered to pay £1 a month. He said he had no one in the shop to help him. He had hopes of an improvement in business. Judge Thompson made an order for the payment of £2 a month.

A joint conference of the International Faculty of Sciences, the Institute of Chemist-Analysts and the Institution of Electronics (Inc.) will be held on January 29 and 30 at Central Hall, Westminster, S.W.1. Papers on subjects of scientific interest will be read and discussed. Sessions will be held 11 a.m.-1 p.m. and 2.30 p.m.-5 p.m. on January 29 and 11 a.m.-1 p.m. on January 30. On the second day at 7.30 p.m., a dinner and dance will be held at the Holborn Restaurant (tickets 10s. 6d. each). The Councils of the institutions concerned extend a cordial invitation to their pharmaceutical colleagues and others interested in scientific progress to attend the meetings and also the dinner and dance. Applications for tickets for the latter should be made to the Hon. Secretary of the Faculty of Sciences (Mr. A. H. Hayes), Hazlitt House, Southampton Buildings, London, W.C.2.

The inaugural meeting of the Wimbledon and District Branch of the Pharmaceutical Society was held in the Wimbledon Town Hall on January 5, Mr. C. J. R. Pretty (president of the local Association) in the chair. After the proposition that the Society Branch be inaugurated had been formally carried, Mr. F. G. Wells (chairman, Organisation Committee of the Pharmaceutical Society) addressed the meeting on "Is the Branch Necessary?" He congratulated the Branch on its formation, such a step being a very wise one in view of the rapidly growing neighbourhood. Matters dealt with by the Council recently included difficulties arising from Schedule IV of the Poisons Rules (repeat prescriptions for barbiturates); abuse in the sale and use of paraldehyde, amyl nitrite, diluted laudanum and chlorodyne by the public (to which the Home Office had called the Society's attention); two types of poison bottles which the glass bottle manufacturers had agreed to manufacture. Mention was also made of the assistance being given by well-known "patent" houses in seeing that medicines coming under the Poisons Rules were correctly labelled. Federation of branches; jury service; prescribing and dispensing; and the duties of the inspectors were other questions dealt with. An excellent discussion followed, to which Messrs. Marn, Ashworth, Stewart, Peasnell, Thomas, James and Sparks contributed. In replying to a vote of thanks proposed by Mr. Weston, the speaker said that this Branch should appreciate the help they had been given by the South-West London, Thames Valley and Croydon Branches. Mr. Woodnoth (president of the South-West London Branch), who was present with the secretary (Mr. Edgecombe), wished the Branch success.

### Nottingham

To honour the memory of the first Lord Trent the Council of University College, Nottingham, have placed the Trent coat of arms in the entrance hall of the buildings which he caused to be erected for the use of the College at Highfields. This was unveiled on January 7 by Alderman Edmund Huntsman (chairman of the College Council), who was made Nottingham's first Lord Mayor when the College buildings were opened by King George V.

The annual meeting of the Nottingham and District Branch of the Pharmaceutical Society was held at Marsden's Café, Milton Street, on January 11, Mr. C. E. Reynolds presiding. The annual report and balance sheet were adopted. The following members were elected to serve on the Committee: Mrs. Wright, Miss Prince, Messrs. Newbold, Ball, Sparshott, Burrows, Shepherd, Atherley, Hutchby, Appleby, Beilby (A. E.), Green (J.), Moore, Tomlinson, and Freeman (J. R.). Messrs. E. E.



Turton and W. J. Clay were appointed *Auditors*. At a subsequent meeting of the committee Mr. F. W. Moulds was elected *Chairman*; Mr. H. T. A. Gretton *Vice-Chairman*; Mr. F. H. Bates *Secretary*; Mr. C. E. Reynolds *Assistant Secretary*; and Mr. H. P. Middleton *Treasurer*.

### Miscellaneous

A SHORT post-graduate course of lectures on physiology, to be given by Dr. E. Wyn Jones, has been arranged by the Old Students' Association of the Liverpool School of Pharmacy. The first lecture is to take place on January 21.

**PRODUCTION OF GAS MASKS.**—On January 12 Mr. Geoffrey Lloyd, Parliamentary Under-Secretary for Home Affairs, opened the Government factory at Blackburn, where gas masks are assembled and tested. The output will shortly reach 2,000,000 a month.

The Association of British Chemical Manufacturers has issued the 1937 directory of "British Chemicals." The usual complete list of British-made products and the firms manufacturing them is printed in six languages. Names, addresses, telephone and telegraphic details of the members of the Association are included. A useful list of proprietary and trade names of products of British make has been brought up to date. The directory is not on sale, but copies will be forwarded to buyers of chemicals upon application to 166 Piccadilly, London, W.1.

### Irish Notes

#### Ulster Chemists' Association

The monthly meeting of the Executive Committee was held at 73 University Street, Belfast, on January 5. Owing to the prevailing epidemic the attendance was below the average. The president (Mr. A. Steede) was in the chair, and before proceeding to business welcomed Mr. A. E. Johnston, a newly elected member of the Committee, and wished all members a happy and prosperous New Year. On the motion of the president, seconded by Mr. Richey, Mr. J. Martin Poots, Newtownards, was unanimously co-opted a member of the

Committee. In view of the small attendance consideration of some matters was deferred. Certain price alterations were adopted.

### Brevities

Mr. J. D. Glass, a commercial traveller employed by Mr. James Donaghy, Ph.C., Ballymoney, was found in a dazed condition in a motor car belonging to his employer about half a mile from Bushmills on January 11, and died shortly afterwards.

A meeting of the Belfast ladies' social pharmacy committee was held on January 6, Mrs. Fred Storey in the chair. The secretaries reported on the arrangements for the forthcoming whist drive in the Carlton in aid of the Chemists' Benevolent Fund. This will take place on Tuesday, January 26.

Pharmacists in the North of Ireland, and especially in the city of Belfast, have had a very busy time during the past week owing to a widespread outbreak of influenza. In some cases the stocks of prophylactics were almost sold out. Among the victims was Mr. John McGregor (a member of the Council of the Pharmaceutical Society of Northern Ireland and ex-president of the Ulster Chemists' Association). Mr. McGregor has now recovered.

The recent comments of the coroner for South County Dublin in which he criticised the action of a chemist for supplying an ointment for a sick child, who died from bronchial pneumonia, has led to the appearance of several letters of protest in the Dublin Press. One pharmacist writes: "In my opinion many chemists know a great deal more than some of our so-called physicians, who go round with 'yards' of letters after their names and their knowledge at home on the bookshelf. A chemist gets his L.P.S. only by hard work, experience and study. Chemists should break their silence and tell the world how doctors write prescriptions which the chemists have to correct before dispensing them. . . . The coroner who criticised chemists stated that he supposed the 1s. 6d. pot of ointment which was recommended was worth about 2d. I would ask him to call round to the nearest chemist and be enlightened before voicing such opinions."

## Topical Reflections

By Xrayser

### The Fight

of the independent pharmacist, and in fact of any independent retailer, against the multiple companies becomes more arduous as the years pass. If anyone doubts this he should pay a visit to a good-sized town twenty miles or so distant from London, and should count the number of branches of multiple concerns of all kinds and compare it with the number of shops carried on by traders who run businesses unconnected with a company. The Shops (Retail Trading Safeguards) Bill, upon which you had an editorial article on p. 37 of last week's issue, appears to be a well-meaning and serious attempt to combat what is regarded by many as a commercial evil: whether it will ever pass into law is, in my opinion, doubtful. Even if it does not, however, it will give opportunities for drawing the attention of legislators to the effects of the chain-store system on the independent trader, and this will be all to the good. In my opinion "multiples" have come to stop; pharmacists should frankly admit this, and, benefiting by the experience many of them have gained through contact with company shops, they should go out and fight them with their own weapons. Often the competition, although at a distance it appears to be formidable, shrinks on closer acquaintance.

### The Pharmaceutical Society Loan

is a fairly formidable one. Whether members of the Society the country over are viewing the matter with the same equanimity as the Council is, however, another matter. It will be interesting to observe the reaction (if any), and I am looking forward to piquant scenes at the special general meeting of members at which the draft mortgage deed is to be brought forward for approval. Annual interest and repayment of capital will mean at least £5,000 a year for the next

thirty years—that is to say, if pharmacy, as such, lasts so long. Presumably the Council is banking—not without reason—on the usual apathy of the craft and is hoping that no one will take the trouble to protest. But there are ominous murmurs arising from various parts of the country, and it would be heartening to witness some concentrated effort to curb extravagant official aspirations in this direction. What have Lancashire and Scotland to say about it?

### "Cheer Up"

is the greeting I would give to the writer of the letter on "Unethical Advertising" (p. 47); the state of affairs is not so bad as he would have us believe. My experience of pharmacy is getting on towards half a century, and I say definitely that the advertising of medicinal proprietaries is on a higher plane to-day than it has ever been. It is true that there are still a few articles upon which the copy writer exercises his descriptive powers in such a way that his efforts smack of the huckster on the village green; but these are not often met with. "Truth in Advertising" is a slogan which has a meaning; it implies the making of statements that can be backed up; in addition, the advertising managers of "national" newspapers have a high standard of ethics regarding advertising, and do not rashly accept advertisements which do not come up to this level. I do not consider that the pharmacist is in any way judged because, occasionally, some manufacturer makes a claim that is exaggerated or not even true regarding a medicine he is advertising. In spite of evidence to the contrary by witnesses at the Medicine-Stamp Duties Select Committee, the chemist usually hands out what is asked for without any remarks; his prestige is not lowered in any way by so doing, any more than is that of the medical man who prescribes a proprietary medicine. The sale of these proprietaries is often the backbone of a pharmacist's business.



## Legal Reports

**Pharmacy Acts (Ireland).**—At Kilkenny District Court, on January 5, Mr. Stephen Keane, R.D., 48 High Street, was summoned at the suit of the Pharmaceutical Society of Ireland for breaches of the Pharmacy Acts by dispensing medical prescriptions on three different dates, he not being a person qualified to dispense under the Acts. An inspector of the Society gave evidence. Mr. James J. Kerr, registrar of the Society, stated that the defendant was a registered druggist but held no qualification to dispense medical prescriptions. The defendant, who pleaded "Guilty," was fined £5 on each of the three summonses. Mr. John J. Gaynor, solicitor, prosecuted.

**Tincture of Iodine.**—At Oldham Police Court, on January 7, Joseph Mawson, 29 George Street, was summoned for having sold tincture of iodine deficient in iodine to the extent of 36 per cent. and in potassium iodide to the extent of 20 per cent. After evidence of purchase had been given, Mr. L. N. Battersby, for the defendant, said his client had bought this tincture of iodine from a well-known firm. The manufacturers did not want him to suffer for what was, in fact, a mistake in their works. The tinctures were supposed to be checked twice, but for some reason, owing to the absence of the head chemist, this was checked only once. They had done their best to recall all the bottles which had gone out in that batch. The defendant was fined 40s. and was ordered to pay the analyst's fee.

**Obstructing an Inspector.**—At Portsmouth City Police Court, on January 12, Timothy Whites & Taylors, Ltd., were charged with selling camphorated oil deficient in camphor and John Wakefield, described as a manager, was charged with obstructing the Food and Drugs Act inspector in the execution of his duty. It was stated that the inspector took a sample at the Albert Road, Southsea, branch of the company, but Wakefield snatched the sample from the inspector's hand. The defence was that by an oversight the manager had poured camphorated oil into an olive oil bottle and intended to destroy the mixture, but could not remember the circumstance until the inspector called. The case against Messrs. Timothy Whites & Taylors was dismissed. Wakefield was fined £5.

**Crushed Linseed.**—At Chatham Sessions, recently, Mr. Roy McFall, chemist and druggist, Gillingham, was summoned for having sold crushed linseed deficient in fixed oil to the extent of 75.4 per cent. Mr. P. Bracher, for the Kent County Council, said that on analysis the linseed was found to contain only 7.36 per cent. of fixed oil, when there should have been at least 30 per cent. Expressed linseed must have been given instead. Mr. F. W. F. Arnaud, county analyst, said it was quite impossible for crushed linseed to lose so much in oil strength because of evaporation or deterioration through being kept in a cask. Crushed linseed cost about 6d. per lb., and expressed linseed about 1d. per lb. retail. Mr. W. H. Stratton, who defended, asked Mr. Arnaud whether it would surprise him to know that the meal in question was sold at 3½d. per lb. by a well-known firm of manufacturing chemists. Witness: Yes, it would surprise me. Mr. Stratton said the sale of crushed linseed was getting less and less, and consequently a chemist had to be careful not to stock too much, and not to keep it too long. It was their contention that by keeping the linseed in an oak receptacle for some length of time there had been gradual permeation of the wood by the linseed oil, which would account for the shortage of oil. What had happened was a perfectly genuine and innocent mistake. The Bench imposed a fine of £1.

**Pharmacy and Poisons Act, 1933.**—At Margate Police Court, on January 6, Mr. H. S. Picton, Fort Road, was summoned for having used the description "pharmacy" in connexion with a business without being qualified to do so. His defence was that on the date mentioned he had ceased to carry on the business. Prosecuting on behalf of the Pharmaceutical Society, Mr. W. F. Morris said that an officer of the Society called at the premises known as Picton's Pharmacy and purchased a bottle of toilet cream and one of a tonic, both bearing on them the word "Pharmacy." The defendant was communicated with, and subsequently wrote admitting the offence but pleading poverty. There had been trouble with him in 1922, when he also advanced a plea of poverty. A fine of £1, with £4 4s. costs, was imposed. The defendant was given a month in which to pay.

At Ealing, recently, Herbert Clark, Uxbridge Road, was summoned by the Middlesex County Council for having sold Kérol capsules, he being an unauthorised person, and for failing to label the container as required. A fine of £1 on each summons, with 42s. costs, was imposed.

At Rochdale Police Court, on January 8, Leonard Hulton, Halifax Road, was summoned for unlawfully using in connexion with his business the title "pharmacy." Mr. D. H. Neild prosecuted on behalf of the Pharmaceutical Society. Miss Josephine Billington gave evidence of purchase and produced a copy of the Society's Register. Replying to questions by the defendant, the witness did not agree that the new Act had caused confusion in regard to the labelling of medicines sold to the public. Witness could not say whether it was the practice of the Society to warn first offenders in the first instance. Pleading "Not guilty," Hulton stated that the bottle in question had been placed on one side for relabelling and was sold to the inspector in error. He had taken all steps possible to comply with the Act. Not only was he capable in the art of dispensing, but had passed some of the Society's examinations and held the Society in the highest esteem. The Bench fined him 40s., with £2 2s. costs.

At Marylebone Police Court, London, on January 11, Amblins (Chemists), Ltd., Edgware Road, W.2, were summoned by the Pharmaceutical Society for selling or causing to be sold by retail strychnine contained in Easton's syrup, the sale not being by or under the supervision of a registered pharmacist; selling it in a container not labelled as required; and selling the poison when not an authorised seller within the meaning of the Act. Mr. A. C. Castle, solicitor, prosecuted. Mr. J. C. Coombes, an inspector, gave evidence of the sale by an unqualified man when there was no qualified chemist on the premises. The inspector said he understood that a qualified chemist attended each evening between 8 and 10 o'clock. Mr. Gillison, a director of the company, explained that the manufacturers usually supplied the preparation with the name and address of the retailers printed on the label. In this instance it had been omitted and the bottle was put on one side, but somehow it got into the shop. All scheduled drugs and chemicals were kept locked up by the qualified chemist. The defendants were fined £2, with £3 3s. costs, on the first summons, and £1 on each of the other two.

## New Companies and Company News

**P.C. means Private Company and R.O. Registered Office**

**WILLIAM BEGGS & Co., LTD. (P.C.).**—Registered in Belfast. Capital £2,000. Objects: To acquire the business of a dealer in medicines carried on by William Beggs at 8 Marcus Ward Street, Belfast.

**JESSEL'S PRODUCTS, LTD. (P.C.).**—Registered in Dublin. Capital £1,000. Objects: To carry on the business of chemists, druggists, chemical manufacturers, etc. The first directors are not named. No R.O. mentioned.

**FORMULAS (LEEDS), LTD. (P.C.).**—Capital £2,000. Objects: To carry on the business of manufacturers of and dealers in laundry and other soap and washing materials, oils, perfumes, etc. R.O.: Brunel Buildings, 7 Brunel Street, Armley Road, Leeds.

**B.P.S., LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of manufacturers of cosmetics, perfumes and other toilet and pharmaceutical preparations, etc. Arthur F. Galloway, 112 Sutherland Avenue, Maida Vale, W.9, chemist, director. R.O.: 84 Fetter Lane, E.C.4.

**DROYT PRODUCTS, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of manufacturers and distributors of polishes for all purposes, cleaning and washing powders and materials, toilet preparations, etc. Philip St. P. Slowe, 30 Dorset House, Upper Gloucester Place, N.W.1, director.

**J. W. CLAPHAM, LTD. (P.C.).**—Capital £2,004. Objects: To acquire two herbalist businesses formerly carried on (1) by Alice Rency at 10 New Market Buildings, Vicar Lane, Leeds, as "J. W. Clapham," and (2) by John Pennington and Wilfrid Rutter at 40 County Arcade, Leeds, as "Pennington & Rutter."



**TIN BOXES, LTD. (P.C.).**—Capital £15,000. Objects: To carry on the business of manufacturers of and dealers in boxes, bins, bottles, tubes, cartons, tins, caps, stoppers, packing cases, bags, whether made of tin or other metal, wood, paper, leather, fibre or other substances, etc. Reginald France, Craigside, West Park, West Hartlepool (director of Middlewich Salt Co., Ltd.), and Daniel Makinson, Park View, Lister Lane, Bradford, tin box manufacturer, directors. R.O.: Liverpool Buildings, Thornton Street, West Hartlepool.

**ALLIED LABORATORIES, LTD. (P.C.).**—Capital £1,000. Objects: To carry on the business of manufacturers of and dealers in chemicals, drugs, medicines, disinfectants, etc., and to adopt an agreement with H. E. Heitz for the purchase of certain assets. The first directors are to be appointed. Medicinal Industries, Ltd., have the right to appoint three directors (one to be chairman), while holding in their own name or in the names of nominees 6,000 ordinary shares, and Hilimuth E. Heitz has the right to appoint two directors while holding 2,500 shares. R.O.: King William Street House, Arthur Street, E.C.3.

**CORNISH FISH PRODUCTS (LONDON), LTD. (P.C.).**—Capital £5,000. Objects: To carry on the business of manufacturers of fish products, manures, oils and other fish compounds, cod-liver and other oils, sheep dips, disinfectants, etc. The first directors are: Robert A. G. Tilney, 25 Sussex Place, Regents Park, N.W.1, merchant; Seaverns A. Cohen, The Grange, Lawn Road, Beckenham, Kent, merchant; Frederick H. Small, 62 Park Lane, Wallington, Surrey; David J. Ferguson, 89 Madrid Road, Barnes, S.W.13, chartered accountant; Gordon W. Fenton, Chyleham, Marazion, Cornwall, merchant. Cornish Fish Products (Western), Ltd., have the right to nominate one director. R.O.: 16 Eastcheap, E.C.

We have been requested to state that Mr. G. B. Armstrong, 165 Blackstock Road, London, N.4, chemist and druggist, is not in any way connected with Armstrong & Nixon, Ltd., 4 The Parade, Pinner Green, Middlesex. (*C. & D.*, January 2, 1937, p. 5.)

**COMPANIES DISSOLVED.**—Notice has been given in "The London Gazette" that the names of the undermentioned companies have been struck off the register and the companies dissolved:—Bath Road Pharmacy, Ltd.; Bonzo Foods and Medicines, Ltd.; Ikanuru Products, Ltd.; J. E. Lofthouse (Dispensing Chemists), Ltd.; London School of Natural Therapeutics and Osteopathy, Ltd.; Petersham Pharmacy, Ltd.; Universal Optical Co., Ltd.

With reference to the report of an interview published in our issue of August 29, 1936 (p. 251) with the secretary of the Gracemont Trust, Ltd., on the proposed flotation of a £500,000 public company for the purpose of financing and controlling a chain of retail establishments, we have, under date January 13, 1937, received the following statement: "The Gracemont Trust, Ltd., inform us that, owing to the constitutional crisis, they postponed their completions arranged prior to Christmas last. Definite arrangements have been made that all completions will take place during the next two or three weeks."

**JOSEPH NATHAN & Co., LTD.**—Net profit for the year ended September 30 last of £85,166. This compares with £74,433 for 1934-35 after writing off new issue expenses, £7,075. There has been paid the current year's dividend on the 7 per cent. "A" preference shares and the cumulative dividend on the 8 per cent. preferred ordinary shares in respect of the years 1933 and 1934. A sum of £20,000 (against nil) has been transferred to reserve for contingencies. Since the close of the accounts the dividend on the 8 per cent. preferred ordinary shares in respect of the year 1935 has been paid, and the directors now propose to pay the cumulative dividend on the 8 per cent. preferred ordinary shares for 1936. A balance of £33,981 will then be carried forward to next year's accounts, compared with £35,815 last year. The transfer of certain of the company's trading activities to subsidiary companies is reflected in the presentation of the present accounts, the interest in subsidiaries showing a substantial increase in the balance sheet at £533,549. Since the close of the financial year the remaining trading departments have been incorporated as private companies, and all the capital is held by Joseph Nathan & Co. or its nominees. Floating assets at September 30, excluding interests in subsidiary and associated companies, amounted to £356,800, against which creditors and bank advances were £204,800.

## Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

### ENGLAND AND WALES

**Derbyshire.**—Of twelve test samples of mist. pot. iod. et arsen. taken by the Insurance Committee one proved to contain an excess of 17.7 per cent. of pot. iod. The chemist concerned explained that on examining his equipment he found the weights to be incorrect, two showing an excess and one a deficiency. He had now installed a pair of the very latest scales, and the old weights, which were taken over by his late father on acquiring the business, had been withdrawn from service. On his undertaking to use the new weights only his explanation was accepted, with a caution as to the future.

**Staffordshire.**—The chairman of the Insurance Committee stated at a recent meeting that the West Midlands were "not sinners" in the matter of the high cost of prescribing. Excessive taking of drugs was confined almost entirely to Lancashire, the average cost per insured person being 55.6d., while the figure for the West Midlands was 31.8d. The average cost per prescription was 8.1d. and the figure for the West Midlands 8.0d. The average frequency for England and Wales was 4.55; for the West Midlands 3.96. There has been a revision and reallocation of the number of tests to be taken during the year. The number will be fifty-nine of drugs and fifteen of appliances, compared with fifty-five and thirteen previously. Two test cases came before the Pharmaceutical Service Subcommittee. The first, in which it was decided to withhold £1 of the money payable to the chemist, concerned a prescription for liq. ferri perchlor., 120 min., potass. chlorat., 120 gr., glycerini, 240 min., aq. ad 8 fl. oz. This had been dispensed with a deficiency of 17.2 per cent. of liq. ferri perchlor. and a deficiency of 12.2 per cent. of potass. chlorat. In the second case, a prescription for collyr. zinci co., 6 fl. oz., had been dispensed with an excess of 10 per cent. acid. boric, and 32.4 per cent. zinci sulph. The explanation offered was that the dispensing scales must have been sticking at the time. A penalty of £1 was ordered.

**Worcestershire.**—The Pharmaceutical Service Subcommittee recently recommended that a panel chemist should be fined £2 in respect of a gargle stated to be deficient. The chemist concerned communicated with the clerk, stating that after the gargle had been delivered to the Committee's agent, he discovered one ingredient still in the measure in the shop. The error was made through his attention being turned to a case of urgency, and he very much regretted the occurrence. The Subcommittee said that while they appreciated the chemist's difficulties, they considered he should make adequate provision for the dispensing of medicines. This recommendation was adopted. Increases of 22 per cent. in the number of prescriptions and of 18 per cent. in the cost, between 1924 and 1935, were reported. A chemist member stated the increased cost per insured person was from 2s. 5.6d. in 1930 to 2s. 8d. in 1935.

### SCOTLAND

**Edinburgh.**—A memorandum has been prepared for the Burgh Insurance Committee embodying the following conclusions:—Avoidable expenditure is incurred by insufficient observance of the incidence of dispensing fees; redundant flavouring agents; unduly frequent repetitions of mixtures; the use of proprietary medicaments, etc. Generally speaking, the memorandum states, mixtures are less costly than powders up to one dozen, carrying a smaller dispensing fee than pills or tablets; over one dozen the reverse is the case. It is not economical to order drugs in tablet form when each dose is two tablets. The dispensing fee for a blister is 7½d. A prescription for four fly blisters or four mustard leaves would therefore carry a dispensing fee of 2s. 6d. One fly blister, with directions to the patients to cut into four equal squares, would cost 7½d., thus saving 1s. 10½d. in dispensing fees. Peppermint water as a flavouring agent costs from five-pence to one shilling, according to the size of bottle, while oil of peppermint costs from halfpenny to a penny. The use of proprietary medicines where an equally good equivalent is in the B.P. or B.P.C. is considered extravagant.



## Mr. Mallinson at West Ham

A MEETING of the West Ham Branch of the National Pharmaceutical Union, held at the Church Institute, Stratford, London, E., on January 7, was devoted to an address by Mr. G. A. Mallinson, secretary of the Union. The chair was taken by Mr. F. R. Maxey, who, in opening the meeting, wished the members a happy and prosperous New Year.

### Mr. Mallinson's Address

MR. MALLINSON said that he was going to speak about the Medicine Stamp Duties Inquiry Committee and the progress of the Chemists' Friends scheme. With regard to the former, he expected that most of them had been following the published evidence in the trade papers. It had come out very definitely, as the result of the inquiry, that the Government did intend to make a change in order to extract more money from somebody. As they knew, if there was any extracting of money and there was a chemist in the neighbourhood, the chemist was the one whom they would extract it from. They were the ones who had the most to lose. Everybody else had something to gain with the exception of the manufacturers, and they could look after themselves. It was perfectly obvious that the whole burden of the attack, so far as this inquiry was concerned, was to remove from the chemists the special privilege by which they could sell an article with a declared formula unstamped. The N.P.U. directed their evidence especially to holding that privilege, and they took good care, so far as possible, that those speaking on behalf of chemists did so with a united voice, and made the same claims all along the line. They asked for the continuation of their privileges, with the exception that they did not claim that they should necessarily be entitled to a proprietary article unstamped if the proprietor chose to put out a stamped line. They made no claim for the present position that it should be a stamped line when sold by others and unstamped when sold by the chemists. They put this forward purposely, because they knew it had been the bone of contention with the Board of Customs and Excise. They strongly objected to articles which had been destamped in the past few years being sold unstamped under proprietary names and marks, which left them in essence proprietary articles. They advocated the continuance of the old rule "once stamped always stamped." They claimed, however, that if a proprietor wished to sell only through the drug trade and he was prepared to say what the formula was, then it should be sold by the chemist free of stamp duty, and not be saleable at all as a stamped line.

When they put that position before the Committee they expected it to be attacked; but it was not, as the Committee recognised it as a logical position. They appeared to be surprised that they had taken up a position that was logical, and they were not claiming that they should sell an article unstamped which was sold stamped elsewhere. They did not make the mistake of attacking the administration of the Medicine Stamp Acts. Although they knew that owing to the interpretation by the Board of Customs and Excise there had been a tremendous amount of destamping, and while he personally knew how it began and why, it was not part of their policy to criticise the Board. They had been very good to them in the past. He considered they were able to create quite a good impression. As they no doubt knew, the burden of the oral evidence fell upon himself. The meeting would realise it was not easy to get in the reply that one would like, but there was no opportunity of making a speech half-way to correct what was thought to be a wrong impression that had been conveyed. He read his own evidence afterwards with considerable interest, because he wanted to see whether he had been inconsistent, which was very easy in a long series of questions and answers. On examination, however, he thought that he had been consistent.

His opinion was that there was a very definite feeling on the Committee that they should not have the privileges they had as compared with other traders. He tried to sense the feeling of the Committee—of each member—as he was being questioned. With two exceptions he did not sense any amount of real friendliness towards them on their point of view. The others were taking a very cold financial interest in the problem, and were looking at it purely from a revenue point of view. He was afraid that when the report of the Committee was published they would recommend that when an article was

sold as a proprietary article and recommended for human ailments it should be dutiable, which was a very serious position from their point of view. This concerned not only well-known proprietaries, but also a large number of their own non-proprietary articles or medicines would have to carry the duty. Besides the expense, it would mean re-labelling. It also meant, in other articles, the increase in the wholesale price of a large number of proprietary articles, and it was altogether not a very pleasant prospect. They could only hope that the proposals they had put forward were considered reasonable, and that the Committee would not recommend that the Chancellor of the Exchequer should dip so deeply into their pockets; and he had a fair amount of reason to expect that the Board of Customs and Excise would not be unreasonable. If, however, the recommendations were against them, they would have to start a campaign at once to neutralise the antagonistic attitude.

Dealing with the Chemists' Friends scheme, he asked how far they in the West Ham Branch had moved in taking up a national lead which was given to them some fifteen months ago. West Ham had always been in the front and had always tried to lead. So far as they were concerned at headquarters this was a business policy, and if they had not adopted it there was something wrong in pharmacy. Why should the proprietor of a nationally advertised line change his policy at all unless he had reason to do so? A good reason with him was good business, and they could show him a good reason. They had to adopt it as their business policy. He had had forty-two years' connexion with pharmacy, and thought he knew it inside out; but during the last fifteen months he had had to revise that opinion. He did not think that pharmacists would need to have things explained to them in such detail, as he thought the first circular explained everything. The amount of correspondence that developed immediately was amazing. Some wanted to know what a proprietary article was, and others whether it would be considered a display if they put one bottle on the counter. He had so many letters that he had to engage an assistant to handle them.

This was a sound business policy, and it should have been adopted twenty years ago. It had taken them sixteen or seventeen years to get into a sufficiently strong position to be able to take on this particular problem. They had to wait, because they knew that when they launched this campaign they would have to stand on their own feet and nobody was going to help them to obtain their ideal. When retail chemists wanted something for themselves, they had only themselves to rely upon. He was very disappointed as to the meek position the retail chemist took in the pharmaceutical world. He paid attentions to the wholesaler or manufacturer when they met socially, whereas they depended on the retail chemist for their entire living. Broadly speaking, they did not assert themselves collectively sufficiently to say their position as the foundation-stone in pharmacy was properly recognised. They had forty-eight firms on the C.F. List, but many others declared their intention of staying off until there was sufficient pressure. It was part of the business policy of the retail chemist to see that sufficient pressure was applied.

### Questions and Vote of Thanks

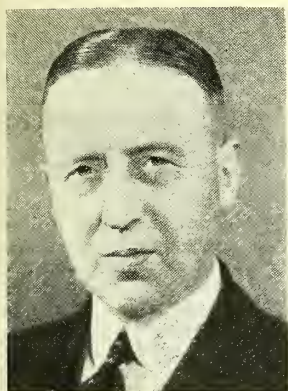
Replying to questions, MR. MALLINSON said it was impossible to say exactly what was in the minds of the Medicine Stamp Duties Committee, but he considered they were impressed when he suggested that the patent medicine licence should be increased to 21s., and the chemist should be exempt because he already paid a shop registration fee.

MR. J. REED (secretary of the Branch) read a letter from the Cambridge Branch of the N.P.U., congratulating them on holding the meeting, and expressing the intention of the secretary to be present if he could. It was agreed that the secretary should be thanked for his appreciation.

MR. MALLINSON was asked whether they should refuse to handle medicated wines if they were not on the C.F. List; he replied that they were not concerned, as they were not medicinal wines within the purview of their definition. In conclusion, he said he would be glad of any information concerning statements of travellers or letters from firms which made misstatements, as he was nailing every one down that he could find.

A cordial vote of thanks was proposed by Mr. Thompson and seconded by Mr. Kipp.





MR. P. D. GOODWIN, this year's president of the Western (London) Pharmacists' Association and Branch of the Pharmaceutical Society. Mr. Goodwin was for six years manager of Wallas & Co., New Cavendish Street, and is at present manager of the pharmaceutical department, John Bell & Croyden, Wigmore Street, London, W.1.



DR. E. F. ARMSTRONG, F.R.S. (President, Association of British Chemical Manufacturers; holder of the medal of the Society of Chemical Industry for conspicuous service to Chemistry). Dr. Armstrong is at present in the United States, where he is to address the American Chemical Society in Pittsburg.

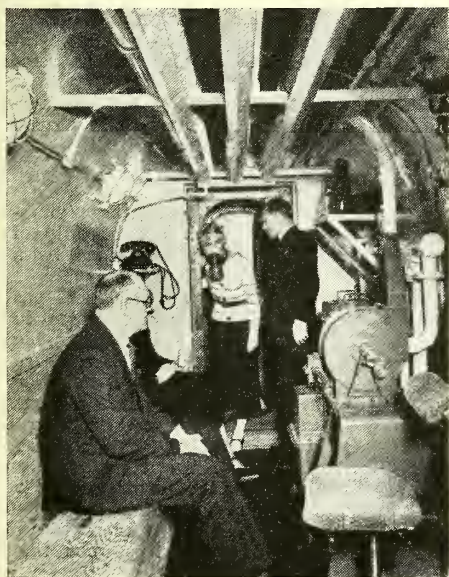
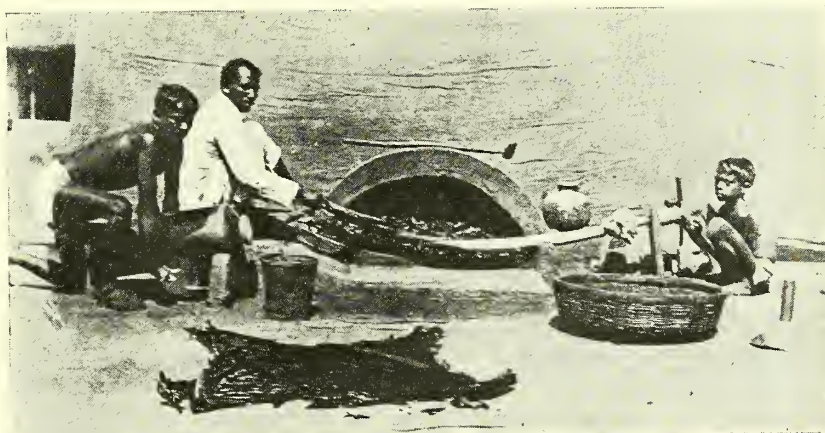
## News in Pictures



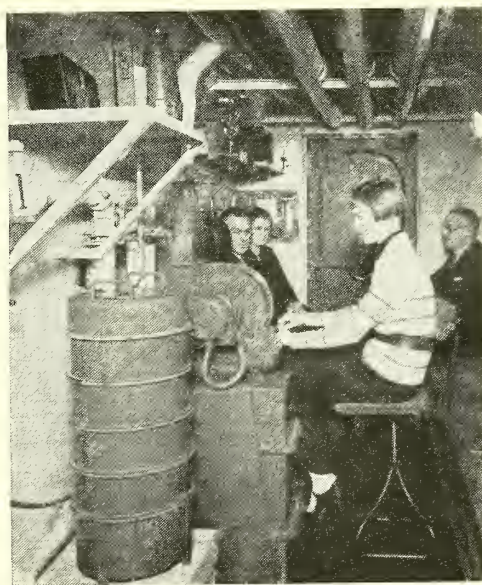
MR. A. W. CALDER, Scottish representative for Ayrton, Saunders & Co., Ltd., Liverpool, who has been appointed *Chairman* for 1937 of the Glasgow and West of Scotland Branch of the United Commercial Travellers' Association.

**NATIVE SHELLAC MANUFACTURE.**—The seedlac is filled from the flat open basket at the right into the long tubular bag stretched in front of the charcoal fire and slowly twisted by means of a spoked wheel. As the lac melts it oozes through the interstices of the fabric, leaving most of the *débris* behind. The average time during which the lac passes in front of the fire is twenty minutes. The flow is assisted by scraping the exuded lac with a long knife which is occasionally dipped into the bucket of water. When a large pat of lac is collected it is smoothed upon a warm jar by means of a palm leaf and stretched by an assistant, who uses hands, toes and mouth for this purpose. The cooled sheet may be dull. Brightness returns when it is exposed for a moment or two before the fire.

Photo by courtesy of Woodhams, Wade & Co. (Importers), 74 Great Tower Street, London, E.C.3.



**GAS-PROOF ROOM.**—Speakers on air-raid precautions have stressed the need for gas-proof rooms in which cover can be taken during an air attack. What a specially designed and constructed gas-proof chamber would look like is shown in the accompanying photographs of a concrete dug-out in Buckingham Gate, London, S.W.1. The shelter is equipped with instruments to ensure that people can breathe fresh air, and has an electrically driven filtration plant which purifies any foul or poisoned air that might be drawn in from the street. If the power should fail, air can be drawn into the shelter by manual labour. The left-hand illustration shows the general arrangement of the interior of the chamber. The right-hand picture illustrates the working of the apparatus during a current breakdown.





# The Newer Anæsthetic Agents

Abstract of a lecture by Dr. F. B. Parsons (Addenbrooke's Hospital, Cambridge) at an evening meeting of the Pharmaceutical Society in London held on January 12

At the January evening meeting of the Pharmaceutical Society in London, on January 12, the president (Mr. T. Marns) occupied the chair, supported by the vice-president (Mr. E. H. Simmons) and the secretary (Mr. H. N. Linstead).

THE PRESIDENT introduced Mr. F. B. Parsons, M.D., M.R.C.P., who gave his address on

## Anæsthetic Agents

### [ABSTRACT]

Recent progress in anæsthesia has been mainly dependent upon the introduction of certain new drugs, and for these the anæsthetist is indebted to the chemist. These newer agents may be divided into non-volatile substances which can be administered either by the mouth, the rectum or intravenously, and which are frequently employed for producing what is known as basal narcosis; and volatile substances which are administered by inhalation. Basal narcosis means that the patient is rendered insensible, but if the narcosis so produced is not sufficiently deep for the proposed operation, full surgical anæsthesia can be obtained by the superimposition of an inhalation anæsthetic.

### NON-VOLATILE AGENTS

Avertin was the first of the recently introduced basal narcotics. Chemically it is tri-brom-ethyl alcohol, and it exists as a white crystalline powder. The drug is a reduction product of bromal. It is soluble in water to the extent of about 3 per cent. at 37° C., and it is usually administered in the form of a 2.5 or 2 per cent. solution in distilled water. Avertin is usually sold in the form of a solution in amylene hydrate of such a strength that one millilitre of solution contains one gram of the drug. In this form avertin dissolves in water far more readily. Avertin solutions may be decomposed, both by the action of heat and by exposure to air, into hydrobromic acid and dibromacetaldehyde, and as dibromacetaldehyde is a substance which is liable to cause injury to the rectum, it is necessary to test previous to administration. If heat is used to facilitate solution, care should be taken not to exceed 40° C. It is probably simpler to make a 2 per cent. solution at room temperature, and the results are eminently satisfactory. The avertin solution so prepared should be run into the rectum at a slow rate, and the dose given is either 0.09 or 0.1 gm. per kilogram of body weight. In ten to twenty minutes the patient is unconscious, but in the majority of cases mechanical stimulation will produce reflex movements. If this occurs it is necessary to administer an inhalation anæsthetic, and usually nitrous oxide gas and oxygen is sufficient. Avertin has the great value, in ordinary doses, of being without appreciable action upon the cardio-vascular system. The respiratory function is depressed, but breathing can be stimulated by the administration of carbon dioxide, and it is stated that coramine, ephedrine and perhaps other drugs lighten avertin anæsthesia.

Certain derivatives of barbituric acid employed as basal narcotics are sodium amytal, nembutal and pernocton, whilst sodium evipan and pentothal sodium are used to procure full anæsthesia.

**SODIUM AMYTAL.**—This is a white crystalline powder which is given intravenously in aqueous solution. The solution is freshly prepared and is injected at the rate of 0.1 gm. per minute until the patient fails to answer to the spoken word. When the injection is completed, inhalation anæsthesia is superimposed as with avertin, and both gas and oxygen or ether may be used for this purpose. Sodium amytal depresses the cardio-vascular system more than avertin. Respiration is depressed to a less extent but reflex excitability is at a much lower level.

**NEMBUTAL.**—Nembutal (sodium ethylmethylbutylbarbiturate) is more potent than sodium amytal, and therefore can be given in smaller doses. It can be given either intravenously or by the mouth. Muscular relaxation is not nearly so marked as with avertin, and after the appropriate oral dose induction can

be completed and anæsthesia maintained with open ether with very little change in the rate of amplitude of respiration. The recovery period after oral administration is comparatively short.

**PERNOCTON.**—Pernocton is the sodium salt of secondary butyl-β-bromallylbarbituric acid, and is issued in ampoules already dissolved in water. Its hypnotic effect is comparable with that of nembutal, but it is effective in smaller dosage. The average quantity of pernocton necessary to produce narcosis is 4½ grains in 3 mls of solution, which can be injected in three minutes and still further shortens the induction period compared with nembutal. Administration of pernocton is conducted in precisely the same manner as with the two previous drugs, and unconsciousness supervenes before the needle is withdrawn.

### SHORT-ACTING BARBITURATES

Sodium evipan and pentothal sodium have the property, when injected intravenously in suitable dilution, of producing quickly deep anæsthesia, which persists for only a short period, and is succeeded by rapid recovery. These peculiar properties are probably dependent upon the complex chemical constitution of these substances, which results in rapid and complete decomposition. Sodium evipan is a white crystalline powder, which is dissolved immediately before use in distilled water in such quantity as to make a 10 per cent. solution. The amount required in order to secure anæsthesia varies with individual requirements, but 0.16 ml of this solution per kilogram of body weight is probably the maximum amount which should be administered. The drug does not damage veins, does not predispose to the formation of clots, and does not cause injury to the perivenous tissues. Anæsthesia is characterised by abolition of the throat and corneal reflexes and by moderate dilatation of the pupil. If an adequate dose has been administered, there is excellent muscular relaxation. Respiration is quiet and steady and the blood pressure falls. Recovery of consciousness is usually rapid, but sometimes there is a certain amount of restlessness which, it is believed, can be obviated by warming the solution before injection. The average duration of anæsthesia following the indicated maximum dose of sodium evipan is fifteen to twenty minutes. As this period is insufficient for many operative procedures, various methods have been employed in an attempt to obtain prolongation. The pre-anæsthetic use of opium derivatives is useful for this purpose. Prolongation of anæsthesia by repeated injections of sodium evipan is also practised successfully.

**PENTOTHAL-SODIUM.**—This substance, which chemically is the sodium compound of ethyl-1-methylbutylthiobarbituric acid, is a white powder which is usually administered in the form of a 10 per cent. solution intravenously in the same manner as sodium evipan.

It is difficult to realise how revolutionary was the introduction of these anæsthetics. Anæsthesia is complete in a very few minutes. Recovery is complete almost as rapidly.

### VOLATILE ANÆSTHETICS

Two volatile drugs, cyclopropane and vinyl ether (vinethene) have been lately introduced. Both are capable of rapidly producing deep anæsthesia, which is succeeded by a short recovery period.

**CYCLOPROPANE** or trimethylene is a heavy colourless gas possessing a sweetish odour. It is available compressed in steel bottles at a pressure of 75 lb., and as it is inflammable it is important to remember that precautions, similar to those employed with ether and ethylene, should be taken in order to minimise the risk of explosion. On account of its present comparatively high cost, it is economically impracticable to administer cyclopropane by any other method than that in which the expired gas passes over soda-lime in order to remove carbon dioxide, and is then admitted to the inspiratory side of the apparatus. The concentration of cyclopropane necessary to secure full surgical anæsthesia is in the region of 10 to 20 per cent. Cyclopropane is without irritant effect upon the



respiratory tract, yet it has the potency of chloroform and ether. The compound is a respiratory depressant, and the initial increase in rate and amplitude of respiration, which is characteristic of many other anaesthetics, does not occur.

#### VINYL ETHER

Vinyl ether, which is a colourless liquid with a boiling point of 83° F., is available mixed with a small proportion of alcohol and other stabilising agents under the trade name of vines-thene. Chemically it represents ethylene plus ether. It is more volatile but not more explosive than ether; it possesses a sweetish ethereal odour, and is comparatively non-irritating to the respiratory tract. The original experiments indicate that induction was slow, prompt and even, that muscular relaxation was good, and that there was a rapid recovery period with very little nausea. It can be administered either by the open drop method on to a gauze mask, or by the closed method, preferably with carbon dioxide absorption, or in the form of 3 mil ampoules in a special inhaler. In any circumstances, it is believed to be advisable to guard against lack of oxygen. Recovery is rapid, and, if the anaesthetic be given slowly during the terminal stages of the operation, it is possible to have the patient talking as the operation is being completed.

Considerable attention has been directed towards the toxicity of vinyl ether, particularly in regard to liver function, but

reports concerning the clinical use of this agent suggest that anxiety on this account can be discounted. A consideration of the essential features of vinyl ether anaesthesia indicates that its clinical usefulness lies mainly in the field of minor surgery where the operative time is short.

There were no questions for the lecturer.

#### Vote of Thanks

MR. SKINNER, proposing a vote of thanks, stated that his own experience was that medical men were "scared" of the newer anaesthetics, apart from the barbiturates. He gathered that the newer anaesthetics described were mainly for minor operations. What was their application to major operations; would they tend to reduce the large present expenditure on ether?

DR. COUTTS seconded the vote of thanks.

DR. PARSONS, in reply, said he did not wish it to be understood that the substances he had described were likely to become very soon the universally administered anaesthetics. At present they were adjuncts. It must not be forgotten that the administration of anaesthetics was an art, and very often the older anaesthetists obtained better results with old-fashioned methods than with new. As to cost, the newer basal narcotics were not expensive.

## Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary and Year-Book," 1937, p. 338.

(From "The Trade Marks Journal," December 23, 1936.)

"GRO-VITE"; for hair preparations (48). By Dermine, Ltd., 38 Armitage Lane, Hampstead, London, N.W.3. 573,023.

"MIDSUMMER MADNESS"; for perfumery, etc. (48). By Yardley & Co., Ltd., 105 Carpenter's Road, Stratford, London, E.15. 573,102.

(From "The Trade Marks Journal," December 30, 1936.)

"ILFEX"; for photographic chemicals, etc. (1). By Ilford, Ltd., 23 Roden Street, Ilford, Essex. 573,100. (Associated.)

"KENNELLA"; for medicated veterinary preparations (2). By A. W. Meech, 8A Station Road, Balham, London, S.W.13. 570,801.

"VELKURA"; for veterinary chemicals, etc. (2). By F. Hewthorn & Co., Ltd., Cook's Road, Stratford, London, E.15. 572,952.

Illustration of rat, with word "KILOL" (device of rat disclaimed), for preparations to destroy rats and mice (2). By H. Atlas, 13 Wren Avenue, Cricklewood, London, N.W.2. 573,202.

"ENDODERMOL" with design of arm of swimmer in triangle; for medicinal chemicals (2). By P. J. Czaczkes, 5 Avenue d'Eylau, Paris (16e). 568,988.

"MENTHOLYTUS"; for medicated snuff (3). By Illingsworths Snuffs, Ltd., Aynam Mills, Kendal. 570,929. (Associated.)

"SANULOM"; for medicated intravenous injections for diseases of the mouth and gums (2). By P. Goetze, 225 Archway Road, Highgate, London, N.6. 571,171. (Associated.)

"Bio-COMPLEX CELL FOODS" in geometrical design; for medicinal chemicals, excluding soap (3). By Biochemic Research Products, Ltd., 58 Fairbank Avenue, Newport, Mon. 571,337.

"HEALONA"; for medicated wines (3). By P. Thomson, 6 Alexandra Street, Perth, Scotland. 572,945.

"THECO"; for electrical surgical instruments (11). By Theco Electrical Appliances, Ltd., 33 Theobald's Road, London, W.C.1. 571,956.

Design of arm holding weapon with words "THE IRON ARM"; for surgical appliances (11). By The English Needles & Fishing Tackle Co., Ltd., 106 Edmund Street, Birmingham, 3. 573,170. (Associated.)

"MATTEVER" with design of woman's head; for perfumes, etc. (48). By L. T. Piver, 10 Boulevard de Strasbourg, Paris (10e). B569,653.

"CHAMRO"; for perfumery, etc. (48). By A. Finlay, Ltd., Victoria Square, Belfast. 573,342.

(From "The Trade Marks Journal," January 6, 1937.)

"ELIMINOL"; for photographic chemicals, etc. (1). By F. W. Berk & Co., Ltd., 106 Fenchurch Street, London, E.C.3. 572,300. (Associated.)

"ILFOPAN"; for photographic chemicals, etc. By Ilford, Ltd., 23 Roden Street, Ilford. 573,195. (Associated.)

## Recent Wills

MR. EDWARD WARBURTON, 20 Bolton Road, Farnworth, Lancs, chemist, who died on September 23 last, aged seventy-six, left estate gross value £7,003, with net personality £5,868.

MR. WILLIAM PREVELL, 3 Normount Gardens, Newcastle-on-Tyne, chemist and druggist, who died on October 7 last, left estate gross value £829, with net personality £599.

MR. WILLIAM ASPINALL, of Bolton Road, Ashton-in-Makerfield, Lancashire, aged seventy-nine, chemist and druggist, left gross estate valued £5,953, with net personality £4,567.

MR. CHARLES JOSEPH ALLAN, 10 St. Thomas Grove, Redcar, Yorks, chemist and druggist, who died on October 29 last, aged seventy-three, left £3,889, with net personality £31.

MR. SAMUEL CHEERS, 6 Northgate Street, Chester, chemist and druggist, who died on October 22 last, aged sixty-eight, left estate gross value £7,523, with net personality £7,425.

MR. JAMES JOSEPH ALLEN, 4 Knocklawn, Ballyhooley Road, Cork, I.F.S., chemist, who died on October 1 last, left personal estate in England and the Irish Free State valued £1,947.

MR. HUGH ROBERT JONES, Bryn Derfel, Menai Road, Bangor, Carnarvon, chemist and druggist, who died on October 17 last, aged eighty-one, left estate gross value £4,838, with net personality £3,899.

MR. CHARLES ALFRED HEDLEY, 92 High Street, Rushden, Northants, chemist and druggist, who died on June 23 last, aged seventy-six, left estate gross value £5,552, with net personality £1,365.

MR. DAVID PHILIP CRASSAM, 4 Napier Place, Falkirk, chemist and druggist, of 82 Main Street, Bainsford, Falkirk, and 36 Carron Road, Falkirk, who died on October 13 last, aged forty-three, left personal estate in Great Britain valued £1,077.

MR. FRANCIS GEORGE MOORE, 32 Duke Street, E.C., and 12 De Montfort Road, Streatham, S.W., wholesale druggist, of Messrs. Moore & Co., who died on June 17 last, aged seventy-one, left estate gross value £19,129, with net personality £16,557.

MR. ROBERT THOMAS ROSS ANDERSON, 42 Roslea Drive, Dennistoun, Glasgow, formerly of 80 Seedhill Road, Paisley, chemical manufacturer, and a director of The Clydesdale Chemical Co., Ltd., who died on July 13 last, left personal estate in Great Britain valued £5,171.

SIR SYDNEY HERBERT HOLCROFT HENN, K.B.E., of 6 Evelyn Gardens, Kensington, S.W., Chairman of Forster's Glass Co., Ltd., Horseley Bridge and Thomas Piggott, Ltd., M.P. for Blackburn 1922-29, who died at St. Bartholomew's Hospital, following an accident, on October 21 last, aged seventy-four, left estate gross value £42,493, with net personality £42,163.



## On Our Bookshelves

### A Fight for a Farm

Pharmacists who attended the Belfast meeting of the British Pharmaceutical Conference in 1935 and who saw something of the beauties of county Antrim will be interested in the novel "The Land is Dear," published by Andrew Melrose, Ltd. The author, Meta Mayne Reid, is the wife of Dr. Mayne Reid, manager of Richardsons Chemical Works, Belfast. Dr. Mayne Reid is a B.Sc. of Queen's University and obtained his Ph.D. by a thesis on "The Optical Activity of Amyl Alcohol." He has taught chemistry in Belfast College of Technology, has lectured to Young Farmers' Clubs on chemical fertilisers, and is at present engaged in research on animal feeding stuffs. Mrs. Mayne Reid is a B.A. of Manchester University, and was, for some time before her marriage, engaged in journalistic work in London. She is interested in youth hostel work in Northern Ireland and broadcasts her own fairy tales and likewise talks on hiking from the Belfast studio. Her book deals with the life-struggle of Anna Kennedy, daughter of an Antrim farmer, who from her youth upward was obsessed (as some would think) with a passionate love for the farm and land acquired gradually by her forebears. The story of Anna's fight to add to the land and to keep it in the family is told with a dramatic power and intensity which show that Mrs. Mayne Reid is a keen observer of her countrymen and countrywomen, who knows and loves her countryside.

### A Pharmacist's Play

Various situations which rouse the ire of pharmacists have been dramatised in a two-act play, entitled "The Life o' Trade," by a Scottish chemist, Mr. Alec Robertson (Dufton Scott & Son, 2 High Street, Inverurie: rs.). The play has for its hero George Downie, a chemist in business in a small Scottish town. Called to give evidence at an inquiry into the death of one of his customers, faced with multiple store competition, pestered by salesmen, agents of the law and irritating customers, he is on the point of giving up his business; but just then fortune takes a turn. He enters on a more prosperous period with his honour vindicated, the dreaded "multiple" kept out, one of his specialities launched as a nationally advertised proprietary, and himself married. Two other pharmacists appear among the characters, both of them sufferers from the vicissitudes of fortune; and it may be hoped that the experiences of one of these Scottish chemists in London are as uncommon as the lodgings he found there. This brief and amusing play should provide enjoyment wherever it is adequately acted.

### The "Amulets and Superstitions"

of the late Sir Ernest Wallis Budge has a good deal in it with a direct bearing on the history of medicine, especially in view of the fact that medicine and magic once formed a single vocation. The book arose, he tells us in his entertaining preface, from his habit, when a British Museum official, of noting difficult or unusual questions on slips of paper. On his retirement he read the slips and decided to write a book that should embody answers to the queries. The result is a substantial and well-illustrated volume (Oxford University Press) full of curious learning such as would have rejoiced the heart of Sir Thomas Browne. One or two examples may be given. Writing of salt in the chapter on "Stones and Their Prophylactic and Therapeutic Qualities," he notes: "Why the spiller of salt must cast a little over his left shoulder is obvious. The evil spirits congregated on the left side of a man, and the salt drove them away and so averted the evil which they are ever ready to do to man." Again, under the heading "Kabbalistic Systems of Writing," the author explains that when the Hebrew alphabet was arranged in a certain way it formed a very powerful amulet. The chapter on divination by means of liver has an added interest in these days of animal therapy; and that headed "Envöitement" initiates us into the art of inflicting misery or perhaps death by the agency of a wax figure. Envöitement, however, could be practised with a good object, and Sir Ernest gives an instance. He has availed himself of recent research in the chapter on Samaritan amulets, the existence of which was unknown till a few years ago.

## A Charity Pharmacy

PHARMACISTS may occasionally reflect that, in some cases at any rate, they are "giving 'em away," as the late Dan Leno used to sing in "The Shopwalker." But to find in actual fact a pharmacy established for the express purpose of providing the sick poor with free medicine is somewhat remarkable. In one of the massive portfolios in which the British Museum Library keeps some of its broadsides, pamphlets and so forth is the following leaflet, dating from about the year 1796:—

Of all advantages, doubtless Health and Education are the most precious. Mr. CARRON, Junior, convinced of that truth, and seeing himself surrounded by multitudes of his Fellow Countrymen sick, and utterly unable to procure the Medecines necessary to their situation; as well as a great number of Children whose Parents are deprived of the means of giving them an Education . . . intends to establish (with the help of several French Chymists) a PHARMACY, where the SICK and INFIRM may receive Medecines gratis. He likewise proposes the establishment of a SCHOOL for the EDUCATION of BOTH SEXES. . . . As the Expences arising from the Purchase of Drugs and Hiring of Houses for the different Establishments, besides the Furniture which will be necessary for them, render his undertaking utterly impracticable, without the generous Assistance of the English Nation—he humbly intreats (in conjunction with the COUNT DE BOTTEREL, who has long been acquainted with his disinterested zeal . . . ) that generous Nation, which from the beginning of their misfortunes has received them with a benevolence which has made the most lasting impression on their hearts, to contribute to those new Establishments by Subscriptions [at the addresses given].

The original sheet, printed chiefly in italics, measures 9 in. by 6½ in. Its author, Gui Toussaint Julien Carron, was a French priest, well known in his day, who was born at Rennes in 1760. From childhood he devoted himself to helping the poor: in his native town he founded workshops where more than 2,000 people found employment. Deported to Jersey in 1792, owing to a disagreement with the authorities of the Revolution, he there founded a school, a pharmacy, a library and other establishments for emigrés. Carron lived in London from 1796 to 1814, when he was able to return to France. He died in Paris in 1821. In the course of his life he wrote several treatises, of which "Larousse" discreetly remarks that though not of high literary value they testify to his ardent philanthropy. The same authority states that while in London he established new foundations, of which some remained at the time the work was published. It would be of interest to know if any still survive.

## Adrenaline in Asthma

IN a recent issue of "The Lancet" (5902, 848), N. A. Nielsen gives details of favourable results obtained on forty patients by using the following nebulising solution in cases of asthma:—

Adrenaline	...	...	...	1 gm.
Chlorbutol	...	...	...	0.09 gm.
Hydrochloric acid (2N)	...	...	...	2.8 c.c.
Sodium bisulphite	...	...	...	0.01 gm.
Sterile distilled water	...	...	to	10 c.c.

Inhalation takes place through the mouth. It is very important that the nebulised solution should be properly inspired by the patient. If the inhalation takes place during the last phase of inspiration or if the tongue lies against the palate, so that inspiration takes place chiefly through the nose, the patient during the next expiration blows out a cloud of the nebulised solution. The patient is told to press the ball of the spray once at the beginning of every inspiration and to breathe deeply with the mouth wide open. The dose of adrenaline has varied between ¼ and 1 mgm., most often being ½-¾ mgm. In all cases the treatment is described as "very successful."

WE have received a copy of the Dansk Farmaceutisk Aarbog, 1937, published in Copenhagen.



# Competition by Ex-Employees

By a Barrister

THERE is hardly any matter of such practical importance to employers and their assistants as the question of the right of an ex-employee to compete with his former employer. Most service agreements provide for contingencies of this kind, and the law permits a certain amount of latitude in this matter.

It would be erroneous to suppose that all contracts in restraint of trade are void. It is as much a matter in the interests of an employer that he should within limits be entitled to restrain competition by his employees, as it is in the interests of an employee that he should subject himself to such a restraint in order that he should be able to serve an apprenticeship and earn a living. This is a matter of public policy, from whatever angle the matter may be viewed. Let us see how the law attempts to hold the scales evenly between the parties. For the purpose of ascertaining whether a service agreement is an illegal restraint of trade, three principal tests are applied.

The first essential condition is that there should be consideration, i.e., legal consideration, some *quid pro quo* for the particular restraint. For this purpose the mere fact of the employment itself will be regarded as good consideration for the restraint which the employee may have undertaken. The Court, it seems, will not examine too closely whether the employee is receiving benefits which will counterbalance the disadvantages of the restraint imposed on him; though, no doubt, due regard will be paid, in the employer's favour, to the fact that the employee is to receive training and instruction in the business of his master.

The second essential condition is that the restraint should not be unreasonable as between the parties themselves. In this connexion the Court will consider whether it is too wide. No rigid tests are possible in such a case. The matter must of necessity be of an elastic nature. Whether the restraint is indefinite as to time or as to plan cannot *per se* determine its validity. According to the particular circumstances of each case, the restraint may be valid, even though it prohibits the employee from setting up in opposition to his employer within a certain radius for all time, or even though it restrains the employee from doing so anywhere for a definite time.

The latter type of restriction, however, will in general be bad, unless it is limited to a specific area as well, since it would in general be completely unnecessary for the employer's protection that the employee should not be able to carry on a rival business anywhere at all, even though the time limit was very short, for such a restraint would preclude the employee from setting up in the same business even in a foreign country, where no competition at all was to be feared.

There may be cases, however, in which trade secrets are involved, where the imposition of even such a restraint may be valid. One cannot do better for this purpose than quote the judgment of the House of Lords in the case of *Morris v. Saxelby*:—

"For a restraint to be reasonable in the interests of the parties it must afford no more than adequate protection to the employer in whose favour it is imposed. So conceived the test appears to be valid as regards both the employer and the employee, for though in one sense, no doubt, it is contrary to the interests of the covenantor to subject himself to any restraint, still it may be for his advantage to be able to subject himself in cases where, if he could not do so, he would lose other advantages, such as the possibility of obtaining employment or training under competent employers. As long as the restraint to which he subjects himself is no wider than is required for the adequate protection of the person in whose favour it is created, it is in his interest to be able to bind himself for the sake of the indirect advantage he may obtain by so doing."

But even though the restraint may satisfy both the above tests as to consideration and as to reasonableness as between the parties, it yet may be invalid if it is against the public interest. To restrain, for example, a brilliant chemist from engaging in a similar occupation for all time in the United Kingdom, once his employment is terminated, would conceivably be invalid, for the effect of such a restraint would be to deprive

the Government, perhaps, of the services of someone whose skill and knowledge might be of great service and might be utilised to the national advantage.

When a restraint offends against any of the above requirements, it will generally be void *in toto*, but if the restraints are capable of severance, that part of the restraint which is good will be severed and be enforceable, while the remainder will be rejected and be void. Thus, if an agreement provides that the employee must not serve nor interfere with any person who is or becomes at any time a customer of the employer, the restraint would be severed, and the employee would not be permitted to solicit persons who were his employer's customers during the period of his employment, though he would on the other hand be entitled to solicit such persons who became his employer's customers after the employment had ceased.

So far as we have been considering restraints imposed on an employee by express agreement. But quite apart from express agreement, the law will impose certain restraints automatically on an employer. For this purpose it is necessary to make a careful distinction between the period of the employment itself and the subsequent period when the employment has terminated.

An employee must on no account solicit his master's customers while his employment is continuing, though unless he is expressly restrained by agreement, there is nothing apparently to prevent him from soliciting them after his employment has terminated. Further, while the employment is continuing, the employer must not make any lists of his master's customers, though apparently, on the other hand, there is nothing to prevent him from compiling such a list from memory after his employment has terminated, and circularising such persons as he can remember. Any lists improperly prepared would, however, be ordered by the Court to be destroyed. The employee, further, may not subsequently make use of any confidential information obtained while in his master's employment, though, on the other hand, there is nothing to prevent him, after his employment, from putting to good use the knowledge and experience obtained by being taught the business of his master.

## Correcting Opium Determinations

MR. JITENDRA NATH RAKSHIT, F.I.C. ("Les Annales de Chimie Analytique," 17, 11, 15), gives details of the method he adopted for the quantitative separation of morphine obtained in solution, by the B.P., 1932, method of analysis of opium, after having separated the greater part of the alkaloid by treating the first calcium hydroxide extract of the sample with ammonium chloride in the presence of alcohol and ether. Ten samples of mother liquor (545 to 550 cc.) were submitted to the process and the following results obtained:—

Source of opium	Percentage of morphine remaining in mother liquor
Benares .. .. .	0.66
Malwa (fresh) .. .. .	0.80
Malwa (hard) .. .. .	0.52
China .. .. .	0.88
Afghanistan .. .. .	0.64
Persia .. .. .	0.44

On the basis of his researches the author proposes that the figures 0.66 gm. per 100 gm. of dried opium be added for the correction of results obtained by the calcium hydroxide method for the determination of morphine.

THE TRAVEL ASSOCIATION, 6 Arlington Street, London, S.W.1, have issued a vest-pocket guide to important events during 1937. A new section dealing with private flying appears. There are French, German and Spanish editions available, as well as the English one.



# Trade Notes

**DOGE COMPLEXION CREAM.**—Shavex Zee-Kol Co., Ltd., 40 Blenheim Road, Upper Holloway, N.19, announce the introduction of a new 6d. tube of Doge cream. There are at present available tubes in two sizes and a large size jar. Particulars and prices may be had on application.

**A NEW TABLOID PRODUCT.**—Tabloid brand sulphonamide-*p*, 0.5 gm., issued by Burroughs Wellcome & Co., Snow Hill Buildings, London, E. C. 1, presents *p*-aminobenzene-sulphonamide for administration by mouth in hæmolytic streptococcal infections. It has been shown experimentally that, following administration of this substance, the blood of man and animals becomes bactericidal to hæmolytic streptococci. The clinical evidence available pending the publication of the results of official trials is



favourable although limited. The product is issued in bottles of 25 and 100.—Illustrated on this page is a new "Hazeline Snow" counter cut-out in colour. Chemists sending a post-card to Messrs. Burroughs Wellcome & Co. will receive a specimen for display purposes.

**ASPIRIN TABLETS.**—Edward Hack, Ltd., 73-78 High Holborn, London, W.C.1, invite chemists to fix their own retail price in regard to Hack's aspirin. Details of packings and prices are given elsewhere in this issue. Chemists are asked to place their orders with their usual wholesale house.

**INFLUENZA EPIDEMIC.**—Petrolagar Laboratories, Ltd., Oldhill Street, London, N.16, direct attention to the value of Endrine nasal compound as a safeguard against infection. A bonus of thirteen to the dozen is offered for a fortnight's display. Orders should be placed through the usual wholesalers.

**QUINISAN TABLETS.**—Howards & Sons, Ltd., Ilford, inform us that sole rights of sale in Great Britain and Ireland of Howards' Quinisan tablets have been granted to Fassett & Johnson, Ltd., who are advertising the virtues of this product in the treatment of colds, influenza, tonsillitis, etc.

**CUTICURA PREPARATIONS.**—Newbery & Phillips, Ltd., 31 Banner Street, London, E.C.1, direct attention to the extensive scheme of propaganda during 1937 on behalf of Cuticura preparations. Trade terms were given in detail in last week's issue, and chemists are invited to send in their orders.

**NEW TRUFOOD PRODUCT.**—An announcement is made in our advertisement pages of the introduction of a new Trufood product described as "Follow-on Trufood." It contains animal protein, bone marrow and other substances of especial value in nutrition. This food is intended for children aged 10 to 24 months.

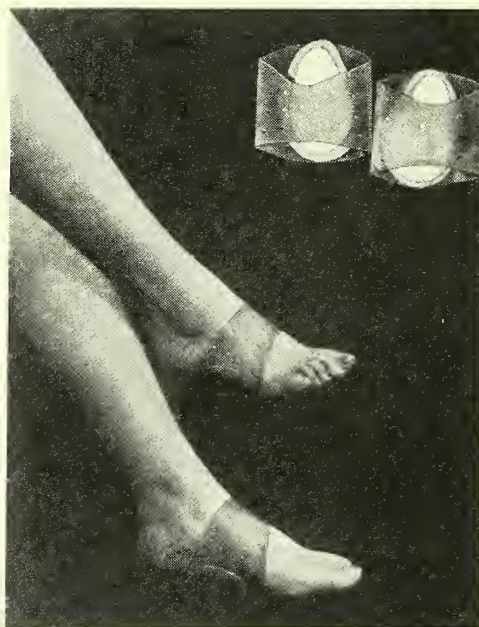
**PRIZES FOR PHOTOGRAPHIC DEALERS.**—In the Holiday photographic competition organised by Johnson & Sons (Manufacturing Chemists), Ltd., Hendon, London, N.W.4, prizes are awarded to the dealers who supply chemicals to the first ten successful amateurs. The successful dealers on this occasion are:—Mr. H. L. Kettle, Scarborough; Mr. T. W. Salmon, Stockton-on-Tees; Kirton & Sons, Ltd., Hull; Mr. A. H. Baird, Edinburgh; Mr. Samm, Hitchin; Messrs. Crooks, Kilmarlock; Westminster Photographic Exchange, London, W.C.2; Chapmans, Ltd., Manchester; Mr. J. Marks, Harrow; Mr. F. W. Curtis, Lowestoft. The Flashlight competition, which is conducted on similar lines, closes on March 13. Details and leaflets for counter distribution may be obtained on request.

**GRAPE JUICE.**—Ephco Juice Co., 3 Millicent Road, West Bridgford, Nottingham, direct attention to a special offer during January of Ephco concentrated juice of grapes and Freshets grape juice pastilles. This company also issue a concentrated grape juice at a popular price. Sales are assisted by an intensive advertising campaign. Details are given in our advertisement pages.

**KATHLEEN COURT SKIN CREAM.**—The "facial youth" rejuvenating skin cream issued by Kathleen Court (Eng.), Ltd., 324 Regent Street, London, W.1, is in increasing demand thanks to an intensive advertising campaign in the daily and women's Press. Three sizes are issued, and there are special discounts on quantity orders. A descriptive booklet and price list will be sent on application.

**BONUS OFFERS.**—Marshall's Malted Milk, Ltd., Cedars Road, Clapham, London, S.W.4, are offering until January 31 a special bonus, details of which are given in our advertisement pages. Display material is sent with every order. A national Press advertising campaign is in progress.—A bonus scheme introduced on behalf of Samaritan tissue continues and conditions are outlined in our advertisement pages. This toilet tissue is made entirely in England and is offered at advantageous prices. Display material is available. This product is manufactured by St. Andrew Mills, Ltd., London, E.17. Rowand & Co. (1935), Ltd., Wolstenholme Square, Liverpool, 1, are offering a special bonus of one dozen on every six dozen small size morning salts, together with display material. A larger size has recently been issued. Their use is suggested for the treatment of constipation, gout and rheumatism.

**OMNIPED ELASTIC FOOT CUSHION.**—The International Foot Appliances, Ltd., direct our attention to their Omniped foot cushion, which is intended for the relief of foot ailments particularly prevalent in these days. This foot cushion is made of a special sponge rubber and fitted to the shape of the foot. The intention is automatically to massage the muscles at each



step and so help to restore resiliency. The cushion can be worn with any type of shoe and is fitted with a Latex bandage which holds it in position and helps to retain its shape. It can be washed easily and quickly. Further details are given elsewhere in this issue and applications for particulars are invited. These should be directed to International Foot Appliances, Ltd. (Dept. C.D.), 992 Baker Street, London, W.1.



## Births

Notices for insertion in this column must be properly authenticated.

COURT.—At "Lynton," Tankerton Road, Whitstable, on January 8, Dorothy Elizabeth (*née* Chapman), wife of Gerald Court, chemist and druggist, of a son.

## Marriages

HARDY—THOMPSON.—At Kenilworth Parish Church, Warwickshire, on January 9, William Irvine Hardy, M.B., Ch.B., second son of Mr. W. J. Hardy, Ph.C., Belfast, to Elizabeth C. D. Thompson.

### Golden Wedding

HOOPER—EVANS.—At Woodbourne, Ootacamund, South India, on January 19, 1887, David Hooper, Ph.C., Government quinologist, to Hannah Carr, daughter of the Rev. Thomas Evans. Present address: 60 Aberdeen Park, Highbury, London, N.5.

## Deaths

BARD.—Recently, Mr. Cecil Harry Bard, chemist and druggist, Cowick Street and Sidney Place, St. Thomas, Exeter. Mr. Bard, who qualified in 1890, was at business during Christmastide, and his passing came as a great shock to his many friends. He was the second of the three sons of Mr. Henry Bard, who founded the business at 3 Exe Bridge. When the Exe Bridge property was demolished the business was moved to Cowick Street.

BAKER.—In a London nursing home, on January 12, Mr. Richard Charles Baker, founder of Borax Consolidated, Ltd., Regis House, King William Street, London, E.C.4, aged seventy-nine. Mr. Baker first formed in 1896 a company in London known as the Pacific Borax & Redwood Chemical Works, in which British and American interests were united. Three years later the present company came into existence, with Mr. Baker as its managing director, in which capacity he has acted ever since. Borax Consolidated, Ltd., now has an issued capital of £2,700,000.

BROWN.—On January 8, Mr. John Brown, retired chemist and druggist, Ormerod Road, Burnley, for many years in business at 7 Manchester Road, aged seventy-four. Mr. Brown took over the Manchester Road business in 1891.

McKNIGHT.—At his residence in Innisfayle Road, Belfast, on January 12, Mr. Robert William McKnight, Ph.C., Carlisle Circus. Mr. McKnight was at business as recently as January 8. He served his apprenticeship to Wheeler & Whitaker, High Street, Belfast, and in November 1887 commenced business in partnership with the late Mr. S. C. Nicholl, 43 Donegall Place, Belfast. His first apprentice was Mr. David L. Kirkpatrick, now secretary of the Pharmaceutical Society of Northern Ireland. The partnership was dissolved in 1894, when Mr. McKnight acquired Goskar's Pharmacy at Carlisle Circus. He will be remembered as the local secretary of the British Pharmaceutical Conference when it visited Belfast thirty-nine years ago. He was a past-president of the Ulster Retail Drug Trade Association. Mr. McKnight is survived by his son, Mr. Joseph McKnight (who has been associated with him in the business) and two daughters.

MESTON.—At Royal Infirmary, Stirling, on January 6, William Murray Meston, chemist and druggist, son of the late Mr. James Meston and of Mrs. Meston, 11 Newhouse, Stirling, aged thirty.

SNELL.—The funeral of the late Mr. James S. Snell, J.P., M.P.S., whose death was recorded in our issue of January 9, took place at Clayton Cemetery on January 7. In addition to the Mayor and Corporation representatives, the Liberal Association and neighbouring municipal authorities sent members. Freemasons also attended. Mr. S. H. Sidebottom represented the N.-E. Lancashire Branch of the Pharmaceutical

Society; Mr. H. Carter the Blackburn Chemists' Association; Mr. A. Dobson the Executive of the National Pharmaceutical Union; Mr. E. A. Eccles the Accrington Chemists' Association; Mr. J. S. Speed, Lancashire Insurance Committee; Mr. F. A. Williamson, Lancashire Pharmaceutical Committee.

## Personalities

MR. N. N. ARMITAGE, Ph.C., has taken charge of the Leeds district annual appeal on behalf of the Pharmaceutical Society's Benevolent Fund in place of the late Mr. Herbert Gilleggan.

MR. T. EDWARD LESCHER, chairman of the British Pharmaceutical Conference, has been elected president of the Liverpool branch of the United Kingdom Commercial Travellers' Association.

At the recent Cambridge University examinations Arthur Earle Bailey (Merchant Taylors' School), elder son of Mr. A. E. Bailey, technical officer, London Prescription Pricing Office, was awarded a Major scholarship to Sidney Sussex College. Mr. Bailey's younger son, David, entered Merchant Taylor's School with a scholarship in September 1936.

## Business Changes

MR. ERNEST A. POOTS, L.P.S.N.I., is opening a pharmacy at 84 Main Street, Larne, co. Antrim.

CHARLES MIDGLEY, LTD., 325 City Road, Manchester, 15, have taken over the business of Gladys Cooper Beauty Preparations in its entirety.

## Coming Events

### Monday, January 18

Paisley and District Chemists' Association, Y.M.C.A. Rooms, Paisley, at 8 p.m. Ordinary meeting.

Waterloo, Seaforth and Crosby Pharmacists' Association, Jeffery's Café, 42 South Road, Waterloo, Liverpool, at 8.30 p.m. Meeting.

### Tuesday, January 19

Guild of Public Pharmacists, 17 Bloomsbury Square, W.C.1, at 7.30 p.m. Dr. Christian Bomskov (Hamburg University) on "The Chemistry of the Hormones."

Pharmaceutical Society, North London Branch, North Library, Manor Gardens, Holloway, N.7, at 8.30 p.m. Mr. J. E. Ellery on "The Manufacture and Standardisation of Certain Biological Products."

### Wednesday, January 20

Birmingham Pharmaceutical Association, Queen's Hotel, Birmingham. Dinner. Reception, 7 p.m. Dinner, 7.15 p.m. prompt.

Manchester Pharmaceutical Association, Midland Hotel. Annual whist drive and dance. Reception, 7.15 to 7.45 p.m. Dancing and whist drive, 7.45 to 9.45 p.m. Supper, 9.45 to 11.0 p.m. Dancing, 11.0 to 1.0 a.m. Tickets, 10s. 6d. each, from secretaries. (Applicants for tickets should state whether for dancing only or for participation in the whist drive.)

Pharmaceutical Society, Sheffield and District Branch, Church House, Sheffield. Mr. J. Austen, Ph.C., on "Old Sheffield Chemists."

Pharmaceutical Society, Reading and District Branch, Cadena Café, Broad Street, Reading. Annual dinner and dance. Reception, 7.30 to 8 p.m. Dancing, 10 p.m. to 1 a.m. Tickets, 7s. 6d. each (student-associates, 5s. each).

Pharmaceutical Society, Glasgow and South-Western Scottish Branch, Gordon Restaurant, 19 Gordon Street, Glasgow, at 8 p.m. "Burns" supper. Tickets, 5s. each.

### Thursday, January 21

Western London Pharmacists' Association and Branches, Royal Hotel, Woburn Place, Russell Square, W.C.1, 8 p.m. to midnight. Junior dance. Tickets, 3s. each.

Pharmaceutical Society (Bedfordshire Branch), George Hotel, Luton, at 7.45 p.m. Mr. J. E. Ellery on "The Manufacture and Standardisation of Biological Products." Illustrated.

North-East and East London Pharmaceutical Association, St. John's Institute, Urswick Road, Hackney, at 3 p.m. Mr. J. Hearle on "The Sunday Trading Restriction Act and Topical N.P.U. Matters."

### Friday, January 22

Pharmaceutical Society, North British Branch, 36 York Place, Edinburgh, 1, at 8 p.m. Mr. D. B. Dott, Ph.C., F.I.C., F.R.S.E., on "Some Laboratory Notes"; Mr. J. J. Blackie, Ph.D., F.I.C., Ph.C., on "The Alkaloids of the Genus *Senecio*."



Telegrams :  
"Atoleine  
Sedist,"  
London."



Telephone :  
Bermondsey  
1141

Stock up NOW with John Bell (Brand)  
HALIBUT OIL AND MALT, COLD CURE CAPSULES,  
TRIAD Brand CHERRY MALT AND OIL

Send for Samples and Full Particulars

*John Bell, Hills & Lucas Ltd.*

Oxford Works, Tower Bridge Road, London, S.E.1

# Wyleys

COVENTRY

## BISMUTH AND MAGNESIA TROPELS

(Registered)

Containing Bismuth, Magnesia, Pepsin, Bicarbonate of Soda  
and Peppermint, 7 lbs., 2/9 per lb.; 14 lbs., 2/8 per lb.; 28 lbs.,  
2/7 per lb.; 1 cwt., 2/6 per lb.

Envelopes and Cartons free with all orders.  
Handsome coloured showcards on application.

## C.M.X. MODERN GERMICIDAL PRODUCTS

... offer a wide field of utility—contain Chloro-Meta-Xylenol—  
a potent, non-toxic, non-irritant, stainless germicide. Issued  
as C.M.X. ANTISEPTIC (for dressing wounds, disinfecting  
hands and for general surgical purposes), Winchester (4 gall.),  
5/- each; One Gallon Cans, 8/6 each. C.M.X. SURGICAL (for  
sterilising instruments, rubber gloves, etc.), Winchester, 5/-  
each; One Gallon Cans, 8/6 each. C.M.X. OBSTETRIC  
CREAM (most useful in Midwifery), Collapsible tubes, 8/- per  
dozen. C.M.X. PESSARIES (for all inflammatory utero-  
vaginal conditions in females of all ages, particularly in  
Leucorrhæa). In boxes of 12, 2/4/- per dozen.

On the "Chemists' Friends" List

## SINGLETON & COLE LTD.

THE Wholesale Tobacconists

Have had the Confidence of the Trade for  
well over Half a Century

PRICE LISTS ON APPLICATION

CANNON ST. - BIRMINGHAM

**Felsol** (Regd)  
BRAND  
POWDERS

for

# Asthma

Continuous Propaganda conducted  
with the Medical Profession.

P.A.T.A. terms upon request.

**BRITISH FELSOL COMPANY, LTD.**  
15 CAROLINE STREET, LONDON, W.C.1

EXTRA  
RECTIFIED

# ALCOHOL

FOR

Write for Prices **PERFUMERY**  
**JAS. BURROUGH Ltd.** 1 Cale Distillery,  
LAMBETH, S.E.11



## CACHETS "FINOT"

(White or Coloured)

With inscriptions in any desired tint;  
also Plain or Embossed.

"A distinction all their own."—C. & D.

"Perfection of Cachets."—Lancet.

These Cachets are especially adapted for Headache, Neuralgia and  
other powders.

**COOPER SON & CO. LTD.,** 80 Gloucester Road, SOUTH KENSINGTON  
In 17 Sizes to fit the various types of Cachet Machines.

## OPTICAL TUITION

FOR THE

S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations

Particulars :—

**C. A. SCURR,** F.S.M.C., F.B.O.A., F.N.A.O., F.I.O., F.C.O., M.P.S.

50 HIGH STREET, BARNET, LONDON, N.

## "A HANDBOOK TO PHARMACY"

By William Kirkby, M.Sc., Pharmaceutical Chemist

A regular book of reference  
upon most of the matters which  
arise in the course of pharma-  
ceutical practice. Compiled  
with the purpose of assisting in  
the answering of the 1,001  
questions which arise at discon-  
certing moments

**The Book every Student must have!**

Replete with facts in concise form

**5/-** 5/4 Post Free

From your usual Wholesaler or direct from

The Publishers :

**THE CHEMIST AND DRUGGIST**

82 ESSEX STREET, STRAND, LONDON, W.C.2

## Information Department

### INFORMATION WANTED

Postal or telephone information with respect to makers or first-  
hand suppliers of the undermentioned articles will be appreciated

S/51. Astosan fluid	S/19. Makanto blades
T/91. Bennett's veterinary treacle	L/13. Pennington's mud packs
S/12. Calstar	S/51. Propheneal tablets
B/12. Dowlin mud packs	E/41. Ridworm
	B/61. Tacher compound



# THE CHEMIST AND DRUGGIST

VOL. CXXVI.

January 16, 1937

NO. 2971

## What's Going on Here?

THERE are one or two current events which seem worthy of comment. The first meriting attention is the report of the Council meeting of the Pharmaceutical Society of Great Britain published in last week's *C. & D.* (p. 30), in which mention is made of the loan of £100,000 obtainable by the Society in connexion with their new building. The treasurer of the Society, Mr. E. T. Neathercoat, pointed out that the loan had been obtained at the low rate of interest of  $3\frac{1}{2}$  per cent., repayable over a period of thirty years. On the face of it this rate of interest is a satisfactory one, and it is understood that it has been negotiated through a wealthy City corporation. The Society, as befits an organisation with an income of £100,000 a year approximately, is to find the first £100,000. An accountant friend has been good enough to inform us that this mortgage for thirty years will cost the Society an annual payment of £5,430 before the loan is repaid. It is common knowledge that the Pharmaceutical Society must find a new home in the near future, and if the Council has agreed to this colossal expenditure then it has to be taken for granted that in its view the expenditure is justified; yet, having regard to the considerable losses incurred by the Society annually, not only in regard to their official journal but also in connexion with the Pharmaceutical College and the Pharmacological Laboratories, to mention the outstanding losses, it is reasonable to assume that before the three decades are over the members of the Council may well ask themselves what they propose to use for money to conduct the affairs of the Society. It may be that prosecutions will swell the coffers, but against that must be set the diminution of the number of aspirants to pharmacy and a corresponding decline in revenue from examinations. The progress of the Society in regard to financial matters appears to be a pharmaceutical "Rake's Progress," of which unhappily no one can see the end. If the money reported to be expended on the official journal is added to that of the mortgage, it will be seen that £18,000 is swallowed up in those two items alone. There are close upon 23,000 members of the Society who pay £1 11s. 6d. per annum as membership fee, and there is, of course, the registration of premises fee in addition. Obviously, the Council of the Society has a Sisyphean task in front of it for a lengthy period, and it is not likely to become easier as time goes on. The rank and file of retailers may well ask themselves what they can expect from the Pharmaceutical Society if so large a percentage of their contribution enforced by the Pharmacy and Poisons Act, 1933, is to be set aside for charges which are of little importance to them.

At the meeting of the West Ham Branch of the National Pharmaceutical Union reported elsewhere, Mr. Mallinson gave a summary of the evidence put forward at the meetings of the Medicine Stamp Duties Select Committee. Mr. Mallinson's exposition was a useful commentary on the evidence, and he quite rightly pointed out the difficulty of answering questions without having an opportunity

of considering them. On examination of his evidence, he expressed the opinion that he had been consistent; and those who have read the evidence, which was concluded to date in *THE CHEMIST AND DRUGGIST* of December 26, will doubtless agree. The point that remains, however, for consideration is: did the pharmaceutical representatives present their case strongly enough on behalf of the trade or as strongly as did the persons examined on behalf of other bodies? It has been said before, and it may be repeated, that chemists' representatives as a whole are too anxious to parade the importance of the retail chemist as a servant of the public. Witnesses for other trades and businesses did not trouble to deal with this aspect of their case. If the chemist loses his ancient privileges in the interests of a larger revenue, and if he is to be placed on the same basis as other sellers of patent medicines, then he has been shorn of one more privilege, in the securing of which he has toiled, studied and paid by no means inconsiderable fees. With regard to the furtherance of the Chemists' Friends scheme, Mr. Mallinson is to be congratulated on his continued attack on firms who will not recognise the fact that the chemist should be the sole retailer of proprietary articles of a certain kind. It is common knowledge among chemists that many new products are introduced solely through their trade, and so soon as a demand has been established the floodgates are opened wide and the rest of the 150,000 of the licensed sellers of proprietary medicines are invited to hand over the packs to the public. It is difficult to see how many of the established proprietary articles can at this date be restricted to chemists after they have been saleable by all patent-medicine licence holders. It may well be that the most satisfactory method of dealing with the matter is to close the doors from a certain date on all incoming medicines and allow the nationally advertised proprietaries to continue to be sold as heretofore. It is true, as Mr. Mallinson states, that there are forty-eight firms on the C.F. List, yet it has to be acknowledged that among these there are very few of the well-known makers of branded goods. If the scheme is to succeed, it would almost seem that legislation is essential; but if the chemist were to succeed in obtaining such a concession, obviously he would have to forgo many of the side-lines which at present constitute an important section of his business.

The influenza epidemic which appears to have incapacitated so many of the population in England, Wales and Scotland, has directed the attention of the daily Press to the chemist, who presumably is making hay while the sun shines. The public are exhorted to take certain foods, drink certain drinks, use particular medicaments and live in the open air if they wish to escape the present scourge. An epidemic of this nature is bound to affect pharmaceutical trade. It would, perhaps, be as well to warn the sections of the public who shop at multiple stores that they should contract influenza within ordinary business hours, because after closing time the chain stores are not available for the supply of medicine to the public; further, it is specially dangerous to contract influenza between Saturday night and Monday morning, because, with few exceptions, there are then no facilities offered by the chain store organisations to provide medicine for the ailing public. If they should be so unwise as to contract the infection during what might be termed the close period, they will be forced, *horribile dictu*, to fall back upon Public Servant No. 1—the retail chemist.



## Vocational Education Report

WE have received from the British Association for Commercial and Industrial Education the report of the committee appointed by the Council of the Association to inquire into vocational education following general education at the age of sixteen. Copies of the report may be obtained (price 6d. each) from 7 Tavistock Square, London, W.C.1. At the outset of the section containing the summary and conclusions, the committee notes two factors "which seem likely to affect selection and training even more in the future than at present." The first is "the growing tendency of firms to recruit university graduates for some of the higher administrative posts in business." The second is the selection, by firms, of boys at the age of eighteen from secondary and public schools. The two tables that follow the paragraphs in which these two factors are set forth are instructive. On a second analysis of replies received to certain questions, it is found that 49.1 per cent. of the total replies favoured part-time vocational courses for all types of workers; 21.3 per cent. favoured such courses for some types only; 8.3 per cent. favoured full-time vocational courses in universities or technical colleges for all types of workers; and 18.9 per cent. favoured this arrangement for some types only. There are not many observations of special interest to the chemical and drug industries. On the subject of drudgery for the beginner, the committee makes the sound remark:

"What is necessary, in the opinion of the Committee, is that everyone at the beginning of his career should be compelled to face disagreeable and unimportant duties and to perform them cheerfully and well; but what, in their view, is equally necessary is that these duties should not be continued so long as to be utterly wearisome. . . ."

Many suggestions on the subject of part-time classes are quoted. The most novel of these, perhaps, occurs in a footnote, which states that in Cincinnati there is a system of dividing the available students into pairs, one of each pair being in ordinary employment in turn with the other, who meanwhile is studying at an institute. This report should cover its field of investigation for some time to come.

## Initials and Afterthoughts

IN a cold world the path of the innovator is not often smooth. Less than two years ago we had occasion to comment on the "S.S.S." of the Retail Trading Standards Association, which in the first instance stood for "the sign of straightforward shopkeeping." The Association was duly "roasted" by the National Chamber of Trade for this curious departure in sectional-national publicity; and before many months had passed an announcement was made to the effect that by a pleasing metonymy the meaning of the serpentine letters had become "the sign of shopping standards." We are reminded of these events by the registration, on January 11, of a company styled The Retail-Trading Standards Association—the hyphen has presumably been added for the purpose of giving greater momentum to the venture—a company limited by guarantee without share capital. The specified aims of the company are "to establish schemes for promoting and regulating uniformity in the standards of retail practice and in the conduct of persons engaged in the retail trades and in particular for ensuring the use, by proprietors of and companies and persons concerned in retail distributing stores or shops or other retail businesses, of descriptions, terms and names corresponding with the quality, nature

and value of the merchandise and goods to which the same relate; to collect, prepare, edit, print and disseminate standards of conduct, definitions of standards and statistical and other information either amongst the members or the general public," and so forth. It is added that the council of the Association may frame an ethical code and "particular codes." Except for the ethical turn given to this statement, it does not differ substantially from the manifesto of two years ago, when, as now, the signatories were directors of leading departmental stores; and its public interest is correspondingly diminished.

Another set of initials has claimed attention during the past few days. In "S.P.S.S." the final "S.S." means the small shopkeeper, and the "P." stands for neither prevention nor propagation (two functions already claimed by well-known societies) but for preservation. It is all Lombard Street to a China orange that among the twenty-eight pages of societies in Whitaker's Almanack, to say nothing of those in *The Chemist and Druggist Diary and Year-Book*, there is not one body fulfilling this specific function; and to that extent the declared objects of the new society will be scrutinised with good will. As our readers may be aware, the society proposes, among other things, to support a Bill to curtail the activities of chain stores; to obtain better terms for goods purchased, for their carriage, for lighting and heating; and to give free legal advice and representation. How is all this to be accomplished? Will chemists in business take immediate steps to cancel existing contracts, to let existing subscriptions to trade organisations lapse, and with one accord to become "S.P.S.S." men? It may happen that the new society, like the Retail Trading Standards Association, is destined to a career of dignified and ethical afterthoughts.

## The Commodity Markets

THE effect of the recent advances in values in practically all the leading commodity markets handling industrial basic raw materials and foodstuffs is being felt in the markets of lesser importance concerned with crude drugs and essential oils. Since the New Year, quotations for most cereals, metals, wool, cotton, rubber, sugar, cocoa, oils, etc., have appreciated quite substantially. Similar conditions are now being experienced in the crude drugs markets and, although consumers have so far been slow to accept the higher level of values, the circumstances in not a few instances suggest that still further advances are to be expected, due, largely, to the extraordinary shortage of supplies. Spot stocks have been kept at a minimum, due to the persistent fall in values over the past few years and, for the same reason, producers either restricted their crops or gave up their plantations. Even the gathering of wild crops has been neglected, owing to the poor return, and labour has been attracted to more remunerative spheres of activity. By their nature, the evident world shortage of these commodities cannot be quickly corrected, as is the case with manufactured goods. Holders are conserving their spot supplies and selling at gradually increasing prices. Very much the same position has arisen in the cases of a wide and increasing range of essential oils. Importers had long wearied of bringing in supplies for the convenience of consumers and seeing values depreciate, and for the same reason, producers limited their outputs very considerably. Spot stocks of a number of oils have, it is estimated, never been so low as at present and, at the same time, the sources cannot or prefer not to quote.



# Hydrastis

## Wild and Cultivated Root

**H**YDRASTIS, (*Hydrastis canadensis*), is a perennial, with a short, yellow rootstock prominently marked with seal-like depressions caused by the falling away of the annual stems. A great many popular names have been given the plant in the past, but goldenseal and hydrastis are now most commonly used.

The stems of hydrastis grow to a foot or more in height and bear two (or rarely three) large, slightly hairy, five-parted leaves. The stems are purplish and hairy above the ground, but below the soil surface they are yellow, like the roots. In early May, before the leaves are fully developed, a single, small, greenish-white flower appears on a short branch, or rather on the continuation of the stem above the upper leaf. This flower develops into a berrylike fruiting head, bright red

It is commonly thought that the wild root is now so near extermination that it can never again prove an important factor in the market. There has, however, been a very considerable increase in the cultivation of the plant, and this has undoubtedly been responsible to a large extent for the decline in the market value of the root.

### Cultivation

When the cultivation of hydrastis began, about thirty years ago, it was naturally taken up by the ginseng growers, because of their experience of the needs of woodland plants. The seeds, when properly treated, grow the following season. The roots are rarely injured by mice, and the plant, as a whole, appears to be slightly subject to disease, but it requires special care and suitable conditions at all stages of its development. The soil in which hydrastis is grown should be well fertilised, preferably by the use of decaying vegetable matter, which should be well worked in to a depth of 10 in. or more. Raw bonemeal and cottonseed meal are favourable in their action.

Hydrastis is propagated by means of seeds, by division of the rootstocks at the dormant period, and by buds or young plants formed from the stronger fibrous roots. Of the three methods, division of the rootstock is perhaps the one most frequently used, as two or more buds usually form near the scar left by the stem when the top decays after the summer's growth, and it is only necessary to cut apart the rootstock, taking care that a few good roots are secured with each bud or growing point. From rootstocks of marketable age an increase of 200 to 300 per cent. of propagating material may



FIBROUS ROOT OF CULTIVATED PLANT

in colour when fully ripe, which resembles a large raspberry. Each fruit may contain from ten to thirty black seeds. Several stems are commonly sent up by the stronger rootstocks, but as a rule only one flower head is developed. In old clumps, as well as on young and weak plants, there are many stems which bear a single leaf but no flower. The stems and leaves usually die down soon after the fruit ripens, but in moist seasons favourable to late growth they may persist until frost. Winter buds, generally two in number, form near the base of each stem. These buds perpetuate the growth next season, but as a rule only one bud starts in the spring.

The fresh rootstock is rarely over 2 in. in length and is about  $\frac{1}{2}$  in. in thickness, giving forth at the sides a profusion of fibrous yellow roots a foot or more in length. It contains a considerable quantity of yellow juice, rather rank in odour, which was formerly used as a dye. When dried, the rootstock shrinks to about  $\frac{1}{4}$  in. in diameter and becomes hard, knotty, and wrinkled. The dried rootlets are very brittle and break away from the rootstock unless carefully handled. This "fibre," as it is commercially termed, has medicinal value equal to that of the rootstock but brings only about half the price when separated from it. Hydrastis is native to open woodlands where there is ample shade, good natural drainage, and an abundance of leaf mould. Its range is from southern New York and Ontario west to Minnesota and south to Georgia and Kentucky, ascending to higher altitudes as its southern limits are approached. The most abundant centres of distribution are in Ohio, Indiana, West Virginia, and Kentucky.

Hydrastis was commonly used by the Indians and early settlers of eastern North America as a remedy for sore mouth and inflamed eyes, and also as a bitter tonic in stomach and liver troubles, but there was little commercial demand for the root until about 1860. Since that time its use has become world-wide, though by far the greater quantity of the crude drug, both wild and cultivated, is consumed in the United States.



TWO YEAR OLD GROWTH

thus usually be had and a fair surplus of root left for drying. The buds and plants which form on the stronger fibrous roots are very irregularly distributed and occur from 2 in. to 1 ft.



from the rootstock. These plants are usually quite small, but may be  $\frac{1}{2}$  in. or more in height.

The berries or seed heads should be picked as soon as they begin to show colour. The seeds are sown in October in a well-

common and destructive is botrytis blight. It will be found in most gardens, but is noticeably destructive only in wet seasons. At times it kills 10 to 20 per cent. of the tops. All parts of the plant are attacked, including rootstocks, leaves, blossoms, and seed heads. The blighting of the leaves and the rotting of the petioles at the base are the symptoms most commonly observed. Bordeaux mixture and other standard fungicides give partial protection, but cannot be relied upon for complete control, particularly in wet seasons.

### Yield and Cost

Under favourable cultural conditions *hydrastis* reaches its best development for market in about five years from the germination of the seeds, or a year less when grown from root buds or by division of the rootstock. After the fourth year decay of the centre or of the older parts of the rootstock may set in, thus offsetting the natural increase in size and weight. This decay of the old rootstock has its compensation where increase of plants is desired, but from the market standpoint it is objectionable. Age depreciates rather than enhances the trade value of the root after reasonable maturity has been reached. Experiments conducted at the Arlington Experiment Farm near Rosslyn, Va., on small plots under lath shade have given yields at the rate of about 5,000 lb. of green root to the acre, representing nearly 1,500 lb. of dried root. The conditions at this place, however, were far from ideal for forest-loving plants.

Successful growers of *hydrastis* have outputs of dry root at the rate of 2,000 lb. per acre at five years from seed. Possibly such yields may not be greatly exceeded in large plantings, but well-equipped small growers who can give their crops special attention may make even better showings. The cost of *hydrastis* culture is substantially controlled by special conditions, the chief of which are the local costs of labour, lumber, and fertilising materials. The outlay for starting a plantation is about \$1,500 per acre, exclusive of the value of the land. This includes the average cost of propagating material, but not for irrigation during dry weather. The preparation of the forest beds usually represents an outlay approaching \$200 per



CULTIVATED PLANTATION (Shade Covers Removed)

prepared seed-bed containing a large proportion of sifted woods soil worked in to a depth of 6 in.

When well established in favourable soil, *hydrastis* will endure nearly full sunlight, but for satisfactory growth it requires about 75 per cent. of shade in summer. Three-fourths of the sun's rays should be excluded in summer, either by forest shade or by structures of convenient height covered with laths, cloth, brush, or vines sufficient for the purpose. In northern districts less shade is thought necessary than in southern localities. There are many methods of obtaining the necessary shade, the most common being to set posts in the ground 8 ft. apart each way, rising about 7 ft. above the soil surface. Scantlings are nailed on top of the posts, running the long way of the shed. The shade is usually provided in sections and consists of laths or slats nailed on strips 8 ft. long. The beds under shade are made about 4 ft. wide and preferably run east and west. The height of lath houses or other shading appliances, except in the case of seedbed protection, should be sufficient to allow a good circulation of air and also a convenient working space. Seven feet of clearance above the path levels is sufficient for the purpose.

Except that forest beds require more frequent supplies of plant food and water on account of the competition of tree roots, cultural treatment is in all respects similar to lath-shed plantings. The roots may be dug at any time in the autumn after the tops have died down. It is best to take up the beds solidly when of sufficient age, as the root buds and small plants are generally abundant enough to reset if it is thought desirable. All buds and divisions needed for further propagation should be removed before they become dry. The rootstocks are dried on lath screens in an airy place in mild sun or partial shade. In very dull weather it may be well to finish the drying in a heated room. The cured root is best kept in rather loose masses in a dry, airy place until ready for market. If closely packed while at all moist it may be attacked by mould, which greatly lessens its value. Thoroughly dry root may be shipped safely tightly packed in bags or boxes, or in barrels well lined with paper.

Of the various diseases occurring on this plant, the most



HYDRASTIS IN ITS NATURAL WOODLAND STATE

acre, with such additional expenses as may be necessary for protection, fertilisation, and irrigation.

Photographs, etc., reproduced by courtesy of the United States of America Department of Agriculture (Bureau of Plant Industry), Washington.



# Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist and Druggist,' 28 Essex Street, London, W.C.2."

## Report on the December Analytical Exercise

THE powder distributed to students on December 15 contained one part by weight of bismuth oxychloride, seven parts of hydrous calcium sulphate, and two parts of lithium carbonate. The calculated composition of such a mixture is:—

Bi ... ..	8.0
Ca ... ..	16.2
Li ... ..	3.8
Cl ... ..	1.4
SO <sub>4</sub> ... ..	39.1
CO <sub>3</sub> ... ..	16.2
O, H <sub>2</sub> O ... ..	15.3

100.0

Samples of the powder were distributed to seventeen students, and six reports were returned for examination. Bismuth and the carbonic acid radical were mentioned in each report; whereas lithium was missed by four students and calcium and the radicals of hydrochloric and sulphuric acids in one instance each. Only in a single report was mention made of the abundant evolution of water vapour when the powder was heated in a dry tube. Mercury and strontium were the only metals reported present in error.

As in the case of its predecessor in November, this was a comparatively simple exercise. Useful information was furnished by several of the usual preliminary tests; a solution for analysis was easily prepared by heating the powder with dilute hydrochloric acid; and the regular routine examination of this solution for metallic radicals involved little trouble. The detection of the lithium was less frequently effected than had been anticipated. In some cases no actual testing for lithium was carried out and in others the testing was perfunctory and did not lead to an accurate conclusion. The flame coloration test led one or two students to suspect the presence of strontium and—based apparently upon this suspicion—to report it as a constituent radical in the barium-group precipitate.

The detection of the acidic radicals presented little difficulty, and generally correct results were attained, but it was a distinct surprise to note in one instance the missing of the sulphuric acid radical, of which nearly 40 per cent. was present. In testing for the last-named radical by the addition of barium chloride to a solution in which, by reason of excessive dilution, it may be present in exceedingly small proportion, it is important to note that the precipitation of barium sulphate may not occur instantaneously and that the mixed solutions should be allowed to stand, and should remain unclouded, for at least ten minutes before it is concluded that the non-formation of any precipitate can be safely regarded as an indication that a sulphate is not present.

### PRIZES

The First Prize for the best analysis has been awarded to:—

E. W. STEER, 29 Bradford Terrace, Birches Head, Hanley, Stoke-on-Trent.

The Second Prize has been awarded to:—

BASIL D. MOORHOUSE, The Nook, Maple Road, Bramhall.

**First Prize.**—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

**Second Prize.**—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

The students to whom prizes are awarded are requested to write at once to the publisher, naming the book or books they select.

### MARKS AWARDED FOR ANALYSES

1. *Correspondents who have not passed in Chemistry:*—

E. W. Steer (1st Prize) ...	76	Facta non Verba ...	39
B. D. Moorhouse (2nd Prize) ...	72		

2. *Correspondents who have passed in Chemistry:*—

E tan e pi tan ...	91	Chymist ...	70
Poppy ...	83		

### TO CORRESPONDENTS

E. W. STEER.—Seeing that you carried out the testing of the final filtrate for alkali metals on correct lines, it is remarkable that you failed to detect lithium by the flame test in the small residue left after evaporating this filtrate to dryness and igniting. This residue must have contained lithium, and the merest trace should have coloured the bunsen flame.

B. D. MOORHOUSE.—Read the general remarks above concerning the testing for the sulphuric acid radical.

FACTA NON VERBA.—The copper-group precipitate consisted of bismuth sulphide only, and it was readily dissolved by hot moderately dilute nitric acid, whereas you report an insoluble portion which you believed to consist of mercuric sulphide. We presume that the nitric acid you employed was too dilute to decompose the bismuth sulphide completely. There are numerous shortcomings in your systematic testing which indicate the need for careful practice.

POPPY.—We seem to gather from your report that you suppose that carbon dioxide may be present in the filtrate obtained in preparing a sodium carbonate extract and that this could be expelled by boiling. Carbon dioxide would not be liberated during the preparation of such an extract unless the substance under examination contained a free acid or an acid salt, and excess of sodium carbonate present in the filtrate would not lose carbon dioxide on boiling.

CHYMIST.—You report "no residue" on evaporating the final filtrate to dryness. We presume that ignition to decompose ammonium salts is to be taken for granted, but after such ignition a small residue containing lithium should not have been overlooked.

## Benzyl Benzoate in Scabies

IN a recent issue of "The Lancet" (5914,21) A. Kissmeyer gives the experience of the skin department of the Kommune hospital, Copenhagen, in treating scabies. After specifying the drawbacks of treatment by sulphur, he recommends a formula consisting of equal parts of soft soap, B.P., 1932, isopropyl alcohol and benzyl benzoate. The quantity necessary for each patient is about 150 grams. The patient anoints the whole body with soft soap, rubbed with special care into those parts commonly attacked by the acarus. He then soaks in a warm bath, at 100° F., for 10 minutes, rubbing himself during the bath. While wet the body is brushed all over with the lotion for 5 minutes, using a brush of pig bristle, special attention being paid to the affected parts. The patient then rests, allowing the body to dry, and then continues the brushing for a further 5 minutes, after which the body is gently dried with a towel and the patient resumes the clothes worn before the treatment was started. Twenty-four hours later a second bath is taken and clean clothes put on. Underclothes are not disinfected but only washed and if possible boiled. Bedclothes should be boiled or otherwise sterilised. It is very important that all members of a family or household should be treated on the same day, even though they may not show any signs of scabies. The author's department has treated some 8,000 cases of scabies in this way, and it has proved to be an ideal, effective, and cheap method giving rise to no serious post-therapeutic dermatitis.

COLOUR DESIGNATIONS IN PHARMACY.—The American Pharmaceutical Association recently organised an exhibit illustrating work done to standardise the colour terms used to describe official drugs and pharmaceuticals and to establish simple, easily understood and usable colour names on a scientific basis which will give them legal standing and make them valuable for all types of analytical work. The new system of nomenclature is designed to provide exact scientific descriptions of colours.



# Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values

28 Essex Street, W.C.2, January 14

THE VOLUME OF BUSINESS transacted during the past week has been quite good, particularly in natural products. The tone is fully steady and a wide range of products show further appreciations in value and continue firm. The PHARMACEUTICAL CHEMICALS markets have received no more than normal business and a number of products continue unsteady on quotation. Among the changes recorded are an advance in the British makers' prices for SUGAR OF MILK. Continental prices for CAFFEINE and SALTS are reported sharply dearer, with no change in THEOBROMINE. COPPER SULPHATE, with the sharp rise in metal, has reached the best price for some years. As from this morning, GLYCERIN, B.P., is advanced £15 per ton, making a total increase of £35 during the past few weeks.

## Crude Drugs

There has been a good volume of business for these commodities, and the general tone is strong with many markets at higher values. New crop AGAR for shipment is firm, with spot supplies being taken up at an advance. Better sales of BUCHU are reported on spot and values are much steadier. Japan reports a sharp rise in shipment prices for CAMPHOR. Are negotiations going on with the Continental producers of the synthetic material? At famine prices the demand for CARDAMOMS cannot be satisfied, practically nothing available. Values of CLOVES show a recovery. Bergen reports Norwegian CODLIVER OIL is firm at the advance. The very small supplies of ERGOT are at high figures on spot and shipment offers are extremely scarce. GENTIAN is a dealer and firm market. Spot and forward prices for HYDRASTIS are dearer and further advances are forecasted by the source, due, they state, to shortage. The MENTHOL market has attracted attention and the shipment position continues at a premium. Spanish MERCURY is being quoted again from first hands. RUBBER has recovered the loss reported last week. There has been a sharp movement in SENEGA, spot and forward, to higher values, with spot supplies mopped up. The returns of stocks of TRAGACANTH for the close of 1936 are the lowest recorded. BEES' WAXES are firm.

## Essential Oils

These markets continue firm with further advances in values in many instances. Business on spot has been good. Good home and export demand for ANISE (STAR) at advancing prices; no shipment offers. BERGAMOT is firm but quiet. Any available supplies of Brazilian BOIS DE ROSE are firmly held for very good prices; no shipment offers. Ceylon CINNAMOM LEAF is quoted dearer. Java and Ceylon CITRONELLAS continue firm; spot short and dearer. Madagascar CLOVE is dearer; Zanzibar oil at attractive figures. A parcel of Spanish EUCALYPTUS is due to be landed here shortly. Ho (SHIU) is sharply dearer on spot; no shipment offers. CORIANDER has reached famine prices, if available. Shipment quotations for Sicilian hand-pressed LEMON continue to advance; in consequence, spot holders are selling with reserve. No Californian oil offering. LEMONGRASS is again dearer forward, but the demand has quietened. Plenty of inquiry for new crop French Guinea ORANGE for shipment; no firm shipment offers, but a high figure has been indicated. PALMAROSA has sold at further advances on spot; no shipment offers. Japanese PEPPERMINT has attracted good business; shipment continues at a premium. PEITIGRAIN is dearer, spot and forward.

## Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

Centre	Quoted	Par	Jan. 7	Jan. 14
Amsterdam ...	Fls. to £	12.107	8.97½	8.97
Berlin ...	Mks. to £	20.43	12.21	12.20
Brussels ...	Belgas to £	nominal	29.12	29.11
Copenhagen ...	Kr. to £	18.159	22.40	22.40
Lisbon ...	Esc. to £	110	109½	109½
Madrid ...	Ptas. to £	25.22½	nominal	nominal
Milan ...	Lire to £	92.46	93½	93½
Montreal ...	Dol. to £	4.86½	4.91½	4.91½
New York ...	Dol. to £	nominal	4.91½	4.91½
Oslo ...	Kr. to £	18.159	19.90	18.90
Paris ...	Fr. to £	124.21	105½	105½
Prague ...	Kr. to £	164.25	140½	140½
Stockholm ...	Kr. to £	18.150	19.40	19.40
Warsaw ...	Zloty to £	43.38	26	26
Zurich ...	Fr. to £	25.2115	21.37½	21.38½

Bank rate 2 per cent.

## Pharmaceutical Chemicals, etc.

BUSINESS in fine chemicals has been a little better this week. The general tone is steady. British sugar of milk is quoted dearer. Salicylates are steady. Santonin continues competitive and in small request.

ACETANILIDE.—Business quiet, market steady: B.P. crystals and powder, 1s. 5½d. to 1s. 8d. per lb., as to quantity.

ACETIC ACID (B.P., 99 to 100 per cent. glacial).—One cwt., carboy, 56s.; 28 lb., 10d.; 7 lb., 1s. per lb.

ACETONE (B.G.S.).—Six winchesters, 10d.; 7 lb., 11d. per lb.

AMIDOPYRINE.—Business slack, spot quotations unsteady: crystals, five cwt., 18s. 0½d.; two cwt., 18s. 5½d.; less than two cwt., 18s. 10½d. per lb., with powder 2½d. per lb. extra.

AMMONIUM ICHTHIOSULPHONATE.—Small business at former prices: one cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10½d., in 8-oz. tins, and 2s. 1d., per lb., in 4-oz. tins.

ASPIRIN.—Makers' and dealers' prices steady, business good; home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 lb., 3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing free, net, carriage paid. Contracts, over twelve months, minimum one ton; over six months, less than one ton.

BARBITONE.—Quiet and unsteady spot market: spot, one cwt., 15s. 3½d.; 50 lb., 15s. 8d.; small parcels, up to 16s. 3d. per lb.

BENZOIC ACID (B.P.).—Average business, market steady: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 3d. per lb., ex store, as to quantity.

BORIC ACID (B.P.).—Crystals, one cwt., 45s.; 7 lb., 5½d.; powder, one cwt., 47s.; 7 lb., 6d. per lb.

BISMUTH SALTS.—Makers' scales of prices and terms of payment continue at the recent revision: Carbonate, not less than one cwt., 6s. 6d.; 28 lb., 6s. 9d.; 8 lb., 7s. 3d.; 4 lb., 8s.; less than 4 lb., 8s. 6d. per lb.

BROMIDES.—Makers' scales of prices steady. No Continental quotations. POTASSIUM, B.P., five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s. per lb. SODIUM, B.P., five cwt., 1s. 10d.; one cwt., 1s. 11d.; 28 lb., 2s. 2d. per lb. AMMONIUM, B.P., five cwt., 1s. 11d.; one cwt., 2s.; 28 lb., 2s. 3d. per lb. net. Resale clause applies. 28-lb. parcels and one-cwt. cases free. Export quotations are maintained, as follows: POTASSIUM, B.P., five cwt., 1s. 4d.; one cwt., 1s. 4½d. SODIUM, B.P., five cwt., 1s. 5d.; one cwt., 1s. 5½d. AMMONIUM, B.P., five cwt., 1s. 6½d.; one cwt., 1s. 7d. per lb., f.o.b.

BUTYL CHLORAL HYDRATE.—Small business: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CAFFEINE.—Prices for Continental pure alkaloid are reported to have been advanced by about 1s. 3d. per lb., making the two-cwt. lot price about 9s. 1d. per lb. Other salts advanced accordingly. Details of scales are not yet to hand. It is anticipated that British makers will advance their scales of prices in sympathy, but details are not yet available.

CALCIUM LACTATE.—Market is dull: one cwt., 1s. 0½d.; 56 lb., 1s. 1½d.; 28 lb., 1s. 2d.; smaller quantities, up to 1s. 6d. per lb.

CHLOROFORM.—Prices quoted by makers are: two cwt., 2s. 5½d. per lb.; one cwt., 2s. 6d.; 56 lb., 2s. 6½d.; less, 2s. 7½d. per lb., in w-quarts of 8 lb. Packed in drums, ¾d. per lb. less. Small bottles extra, from 5d. per lb. for ¼-lb. bottles to 1d. for 2-lb. bottles. Carriage paid on minimum cwt. lots.

CITRAIFs.—Makers' prices are as follows:—

	Under 4 lb.	4 lb. and under 7 lb.	7 lb. and under 14 lb.	14 lb. and under 28 lb.	Not less than 28 lb.
	lb.	lb.	lb.	lb.	lb.
	s. d.	s. d.	s. d.	s. d.	s. d.
Potassium B.P. ...	2 1	1 10	1 8	1 7	1 5
Sodium B.P. ...	2 2	1 11	1 9	1 8	1 6

CITRIC ACID (B.P. CRYSTALS).—Market steady. British material quoted at 1s. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for imported material are competitive.

COPPER SULPHATE.—In consequence of the recent sharp rise in the metal, prices have been advanced to £20 per ton, less 2 per cent., in casks, f.o.r. or f.o.b.



CREAM OF TARTAR.—No change in values: British material, 99 to 100 per cent., 79s. per cwt., less 2½ per cent. discount. Dealers' prices for foreign material competitive.

CREOSOTE (B.P.).—Not much inquiry being received: bulk quantities, in 25-kilo demijohns, 1s. 8d.; small parcels, 1s. 9d. to 2s. 3d. per lb., ex store.

GLYCERIN, B.P.—Makers' prices for home trade have been advanced a further £15 per ton, making the five-ton price £90 per ton. Prices have advanced £35 per ton during December and this month.

GLYCEROPHOSPHATES.—Makers' prices are as follows:—

	Per lb.	7 lb.	28 lb.
	s. d.	s. d.	s. d.
Acid 20% B.P. ....	4 3	4 0	3 9
Calcium Neutral Soluble B.P. ....	4 6	4 3	4 0
Calcium Neutral Insoluble ....	4 0	3 9	3 6
Iron Powder B.P. ....	7 0	6 9	6 6
Iron Scales B.P. ....	7 0	6 9	6 6
Magnesium Insoluble ....	6 3	6 0	5 9
Magnesium Soluble B.P. ....	14 0	13 9	13 6
Manganese B.P. ....	16 0	15 9	15 6
Potassium 50% B.P. ....	3 3	3 0	2 9
Potassium 75% B.P. ....	4 3	4 0	3 9
Sodium 50% B.P. ....	2 3	2 0	1 9
Sodium 75% B.P. ....	3 0	2 9	2 6
Sodium Cryst. B.P. ....	4 6	4 3	4 0

GUAIACOL CARBONATE.—British and imported material is quoted in the region of 9s. per lb., as to quantity. Market is dull.

HEXAMINE.—Makers' prices for bulk quantities are steady: B.P. powder at about 1s. 2½d.; free-running crystals, from 1s. 3d. to 1s. 6d. per lb., carriage paid, for bulk lots. Dealers quoting free-running crystals, one cwt., 1s. 4d.; 14 lb., 1s. 8d.; smaller parcels, up to 2s. per lb., carriage paid.

HYDROCHLORIC ACID (B.P.).—1160 S.G., one cwt. carboy, 21s.; 28 lb., 3½d. per lb.

LACTIC ACID (B.P.).—Moderate inquiry: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. to 2s. per lb., as to quantity.

MERCURIALS.—Makers' scales of prices continue firm: not less than one cwt., ammoniated, B.P., lump, 5s. 5d.; powder, 5s. 7d.; bichloride, B.P., lump, 4s. 8d.; powder, 4s. 4d.; chloride, B.P., 5s. 5d.; yellow oxide, B.P., 5s. 10d.; persulphate, white, B.P.C., 5s. 7d.; sulphide, black (hyd. sulph. cum sulph., 50 per cent.), 5s. 6d.; less than one cwt., ammoniated, B.P., lump, 5s. 6d.; powder, 5s. 8d.; bichloride, B.P., lump, 4s. 9d.; powder, 4s. 5d.; chloride, B.P., 5s. 6d.; yellow oxide, B.P., 5s. 11d.; persulphate, white, B.P.C., 5s. 8d.; sulphide, black (hyd. sulph. cum sulph., 50 per cent.), 5s. 7d. per lb. Special prices for large quantities.

METHYL SALICYLATE.—Fair business in small quantities, market steady: spot, ten cwt., 1s. 1½d.; five cwt., 1s. 2d.; one cwt., 1s. 2½d.; less than one cwt., 1s. 2½d.; small quantities, in bottles, up to 2s. per lb.

METHYL SULPHONAL.—Dealers' spot quotations irregular, business slow: two cwt., 19s. 3½d.; one cwt., 19s. 9½d.; 56 lb., 20s. 2½d.; small parcels, up to 20s. 9d. per lb.

PHENACETIN.—Fair inquiry, with values quite steady: crystals or powder, bulk quantities, 2s. 6d.; smaller parcels, 2s. 7d. up to 3s. per lb., as to quantity.

PHENAZONE.—Foreign material continues to be quoted at cheap prices on spot in the region of 6s. to 6s. 6d. per lb.; powder, 2½d. per lb. extra.

PHENOLPHTHALEIN.—Market about steady, business quiet: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYLBARBITURIC ACID.—Dealers are doing occasional small order business on spot at about 24s. 6d. to 25s. per lb., in 2-lb. bottles.

PHOSPHORIC ACID (B.P.).—In carboys, 9d.; 28 lb., 10½d.; 7 lb., 1s. 1½d. per lb.

PICRIC ACID.—14 lb., 3s.; 7 lb., 3s. 3d.; one lb., 3s. 6d. per lb.

POTASSIUM PERMANGANATE (B.P.).—Steady demand for limited quantities, in drums, 9½d. to 9½d.; druggists' parcels, from 10½d. to 1s. per lb.

QUININE SALTS.—Convention prices continue nominally unchanged. Quoted in sterling only: sulphate, 2s. 2d.; bisulphate, 2s. 2d.; ethyl carbonate, 2s. 9½d.; salicylate, 2s. 10½d.; hydrochloride, 2s. 8½d.; bihydrochloride, 3s.; hydrobromide, 2s. 8½d.; bihydrobromide, 3s.; valerianate, 3s. 8d.; hypophosphite, 4s.; alkaloids, 3s. 0½d. per oz., carriage paid on bulk quantities; 100-oz. tins free, smaller packages extra.

RESORCIN.—British material only available for this market: crystals one cwt., 4s. 11d.; 56 lb., 5s.; 28 lb., 5s. 1d.; 14 lb., 5s. 3d.; 7 lb., 5s. 6d.; less than 7 lb., up to 6s. 6d. per lb.

SACCHARIN.—The Convention price for 550 is 37s. 6d. per lb., duty paid, with rebates for quantities.

SALICYLIC ACID (B.P.).—Fair business, makers' prices steady: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 10d.; 4 lb., 2s. per lb.

SALOL.—Continues competitive, with spot quotations about 2s. 3d. to 2s. 6d. per lb., as to quantity; powder, 2½d. per lb. extra.

SANTONIN.—The demand continues slow, with spot competitive and quoted at not more than £12 10s. per kilo, ex store.

SODIUM BENZOATE (B.P.).—Fair business at keen prices for bulk quantities at about 1s. 6d.; one cwt., 1s. 7d.; smaller parcels, 1s. 8d. to 2s. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—Market remains rather quiet: spot, one cwt., 12s. 3d.; 28 lb., 12s. 6d.; 14 lb., 12s. 9d.; 7 lb., 13s.; smaller parcels, up to 13s. 6d. per lb.

SODIUM SALICYLATE (B.P.).—Market steady at makers' prices, fair business: home trade, crystals or powder, five cwt., 1s. 5½d.; one cwt., 1s. 6d.; 28 lb., 1s. 9d.; 14 lb., 1s. 10d.; 7 lb., 2s.; 1 lb., 2s. 3d. per lb.

SUGAR OF MILK (B.P.).—Makers' prices have been advanced, as follows: one ton, 69s.; ten cwt., 69s. 6d.; two cwt., 70s. 6d. per cwt.

SULPHONAL.—Dealers find business quiet, quotations competitive: crystals or powder, two cwt., 15s. 3½d.; one cwt., 15s. 10½d.; 56 lb., 16s. 1d.; smaller parcels, up to 16s. 7½d. per lb.

SULPHURIC ACID (B.P.).—One carboy, 32s. 6d.; 28 lb., 5d.; one lb., 6d. per lb. Redistilled, one penny per lb. extra.

TARTARIC ACID (B.P. CRYSTALS).—Market continues to be quoted at last week's slight reduction: British makers quote at 11½d. per lb., less 5 per cent. discount. Dealers offering foreign materials at competitive prices.

THEOBROMINE.—Continental material: pure, two cwt., 7s. 10d.; one cwt., 8s.; 56 lb., 8s. 2d.; smaller quantities, 8s. 4d. per lb. Sodium, salicylate, two cwt., 6s. 3½d.; one cwt., 6s. 4½d.; 56 lb., 6s. 5½d.; smaller quantities, 6s. 6½d. per lb., delivered, 5-lb. tins free, smaller packages extra.

THYMOL.—Moderate inquiry: synthetic, fine white, one cwt., 6s.; 56 lb., 6s. 3d.; 28 lb., 6s. 9d.; 7 lb., 7s. per lb.; ex ajowan seed, one cwt., 8s. 5d.; 56 lb., 8s. 10½d.; 28 lb., 9s. 5½d.; 14 lb., 10s. 6d. per lb.

### Crude Drugs, etc.

ACONITE ROOT.—Dealers are now quoting Japanese root at 47s. 6d. to 50s. per cwt., ex store. Market firm at the advance.

AGAR.—The shipment market is very firm, and near bids continue to be rejected. The limited spot supplies are now held for higher values: spot, Kobe No. 1, 3s. paid; No. 2, 2s. 9d.; Yokohama No. 1, 2s. 8d. per lb.; shipment, new crop, Kobe No. 1, January-February, 2s. 7½d.; February-March, 2s. 7d.; No. 2, February-March, 2s. 5d.; Yokohama No. 1, February-March, 2s. 4½d. per lb., c.i.f.

ALGES.—Market keeps quite steady, business unimportant: Cape, spot, 60s. to 62s. 6d., as to quality; shipment, prime, 57s. 6d. per cwt., c.i.f. Curaçao, spot, 95s. to 115s., as to quality; shipment, 92s. 6d. per cwt., c.i.f.

ANTIMONY.—Market is firmer and again dearer: Chinese crude, January-February shipment, £34 c.i.f. English regulus, spot, £75 to £76 per ton.

ARNICA FLOWERS.—Dealers are offering small parcels on spot at about 1s. 2d. per lb., ex store.

BALSAMS.—Values steady, business moderate: *Tolu*, 1s. 9d.; *Canada*, 2s. 7d.; *Copaiba*, 1s. 2d.; *Peru*, 5s. 3d. per lb., spot.

BARBASCO ROOT.—Some spot root, testing 7.2 rotenone is being offered on spot at 1s. 1d. per lb., ex store.

BELLADONNA.—Occasional business on spot: leaves, 56s.; root, 47s. 6d. per cwt., spot.

BENZON.—The demand for this product remains unusually quiet despite the cheap prices quoted.

BUCHU.—Quite a good business is reported on spot this week, and values are much steadier: rounds, 2s. 3d. to 2s. 5d., as to quality. Ovals, about 2s. per lb., ex store. Reports of shipment prices for new crop indicate good prices are anticipated.

CAMPHOR.—Fair business on spot, forward values are dearer. At the moment no change in spot quotations: Japanese, spot, tablets, 2s. 5d.; powder, 2s. 2½d.; slabs, 2s. 2½d. per lb., ex store; shipment, tablets, 2s. 3d.; powder, 2s. 1d.; slabs, 2s. 0½d. per lb., c.i.f. English refined flowers: one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent, tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d., ½ oz. and ¼ oz., 3s. 6d. per lb. Contracts at special prices.

CANTHARIDES.—Not much inquiry, market steady: spot, Russian, 6s. to 6s. 3d.; Chinese, 1s. 10½d. to 2s. per lb.; as to quantity, shipment, 1s. 7½d. per lb., c.i.f.

CARDAMOMS.—The shortage of all descriptions, spot and forward, continues acute. A little lot of Indian palish medium bold reported sold at 6s., spot. Some clipped Mangalore available at the moment at 3s. 10½d., ex store. Aleppy greens, for shipment, sharply dearer



and small offerings at 4s., c.i.f. Mangalore seed at 5s. 6d., c.i.f. No Bombay seed, spot or forward.

**CASCARA SAGRADA.**—A little more doing on spot in the sale of modest quantities: spot, 1933 peel, 65s.; 1936 peel, 56s. 6d. per cwt.; shipment, 1934 peel, 56s.; 1936 peel, 52s. per cwt., c.i.f.

**CELERY SEEDS.**—Spot values are firm at the recent advance at 100s. per cwt., ex store.

**CHAMOMILES.**—Values are fully steady, fair business. Spot quoted from 125s. to 100s. per cwt., as to quality and quantity, ex store.

**CLOVES.**—At the advance the market is firm. Zanzibar, spot, 83d.; shipment, January-February, 83d. per lb., c.i.f. Madagascar, in bond, 73d.; shipment, January-February, 73d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended January 9 were nil, and the deliveries 57, leaving a stock of 1,599. From January 1 to date the landings of Zanzibar have been 25 and the deliveries 102. Landings of Madagascar for the week ended January 9 were 761, and the deliveries 62, leaving a stock of 1,911. From January 1 to date the landings of Madagascar have been 761 and the deliveries 83 packages.

**COCONUT (DESICCATED).**—At the further advance the market is firm: spot, fine, 34s.; medium, 33s. 6d. per cwt.; shipment, halves, January, 33s.; February, 33s.; March, 33s. per cwt., c.i.f.

**COD-LIVER OIL.**—Bergen reports a fair volume of business has been done, and the shipment market is quoted dearer. Finest Lofoten steam-refined non-freezing medicinal oil, 98s. to 100s. per barrel, c.i.f. London, spot, in small lots, 130s. per barrel, ex store, duty paid. Newfoundland, non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil is now quoted at 92s. to 100s. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

**COLCHICUM.**—Dealers are offering some spot supplies of root at about 42s. 6d. per cwt., ex store.

**DAMIANA LEAVES.**—Not much interest except small spot business with values in the region of 83d. per lb., ex store.

**DANDELION ROOT.**—Modest business on spot with good clean foreign root at about 77s. 6d. to 80s. per cwt., ex store.

**DERRIS ROOT.**—Inquiry in the shipment market has been rather disappointing. Quotations continue at about 83d. to 9d. per lb., c.i.f., basis 17 per cent. ether extract.

**ERGOT.**—The lack of supplies on spot and practically no forward offers has restricted business; there is plenty of inquiry on the market. There may be a very few bags of Russian on spot at 5s. 3d. to 5s. 6d. Spanish and Portuguese, if available, 6s. 3d. per lb. Business done in Portuguese at 5s. 9d., c.i.f., and near bids for a further lot rejected. No offers of Spanish to come forward.

**GENTIAN.**—The scarcity of spot supplies and dearer shipment offers makes this market firm. Spot, 52s. 6d. to 57s. per cwt., as to source and quantity. French root is reported offered f.o.b. Marseilles at 51s. 6d. per cwt.

**GINGER.**—Values are level on the week, market quiet. West African, spot, 60s.; shipment, January-March, 47s. per cwt., c.i.f. Jamaican, spot, bold in barrels, 87s. 6d. to 90s.; grinding quality, 62s. 6d. per cwt., in bags, ex store.

**GUM ACACIA.**—The recent improvement in values is maintained, market rather dull: spot, Kordofan cleaned sorts, 42s. 6d.; bleached, No. 1, 102s. 6d.; extra, 115s. per cwt.; shipment, Kordofan cleaned sorts, 40s. per cwt., c.i.f.

**HENNA.**—Dealers are quoting Egyptian leaves, ex store, at about 25s. to 32s. 6d. per cwt., as to quantity.

**HONEY.**—There has been no improvement in the demand, values unchanged. Jamaican, 42s. to 50s. for dark manufacturing to pale set. Californian, white clover, 52s. 6d., duty paid. Canadian, white clover, 50s., ex store. Mexican firm at 39s. 6d., duty paid.

**HYDRASTIS.**—Shipment prices have advanced and it is indicated that, due to shortage, further good appreciations are expected. Spot, firm from 12s. 9d. to 13s.; shipment, 12s. 9d., c.i.f., and offers restricted.

**IPECACUANHA.**—No signs of easier conditions on spot. Nothing offered from the source for shipment. Matto Grosso, B.P. test, 7s. to 7s. 3d. per lb.; shipment, nominal.

**KOLA NUTS.**—This week there was a good demand for export to America, and practically all first-hand parcels have been cleared, with Jamaican fetching 33d. and St. Lucia 4d. per lb. Some African halves are still available at 33d. per lb., ex store.

**LIQUORICE ROOT.**—Dealers are offering some spot supplies of natural root at 12s. 6d. per cwt., ex store.

**LYCOPodium.**—Not much business moving. Dealers are quoting spot in the region of 4s. per lb. for small parcels.

**MANNA.**—Occasional business on spot, with selected flake in 1-lb. tins at about 4s. per lb., ex store.

**MENTHOL.**—There has been a steady consuming demand for spot, with holders becoming reserved in view of the comparatively dearer forward market. K/S brands, 12s. 3d. to 12s. 6d.; afloat, 11s., c.i.f. Japanese shippers are firm with January-March at 11s. 6d. to 11s. 9d., c.i.f., with business done at the lower figure. No resellers at less money. CHINESE, B.P., is offered on spot at

12s., and finds a steady sale. New crop, January-February shipment, 11s. per lb., c.i.f. A lot was offered to this market and not accepted, afterwards sold to America. English synthetic is quoted unchanged from 7s. 6d. to 10s. 6d. per lb., as to quality and quantity.

**MERCURY.**—First-hands are again offering Spanish metal at the following figures: f.o.b. Continent, 68 dollars 50 cents; c.i.f. London, £14, and ex store London, in small lots, £14 5s. per bottle.

**OPIMUM.**—Usual small spot business, market steady: spot, Turkish, 1s. 3d. per unit, landed and duty paid. Persian, 1s. per unit, in bond.

**ORANGE PEEL.**—Dealers continue to offer some thin cut Tripoli at 11d. to 1s. 3d. per lb., as to quality, ex store.

**PEPPER.**—With values showing a fractional loss on the week the market is steady. Lampong, in bond, 37½d.; shipment, January-March, 33d.; March-May, 37½d.; April-June, 33d., c.i.f. Tellicherry, spot, 43d.; shipment, January-March, 43s., c.i.f. Aleppy, spot, 43d.; shipment, January-March, 43s., c.i.f. White Muntok, in bond, 6d.; shipment, January-March, 53d.; March-May, 53d. per lb., c.i.f.

**PIMENTO.**—Values are being maintained on a rather quiet market: spot, 83d. per lb.; shipment, January, 75s.; March, 76s. per cwt., c.i.f.

**QUILLAIA BARK.**—Supplies of whole bark are quoted at 25s. and crushed at 32s. 6d. per cwt., ex store.

**RHUBARB.**—Fair business on spot, with the market very steady. Shipment offers restricted due to troubles in China; all pinky is again dearer at 1s. 5½d., c.i.f., February-March. On spot, Shensi, 3s. 9d. to 4s.; pickings, 2s. 3d. to 2s. 6d.; rough round, all pinky, 1s. 7½d.; ordinary quality, 1s. 6d. per lb., ex store.

**RUBBER.**—Values show a recovery on the week, fair volume of business, closing quieter but steady. Standard ribbed smoked sheet, spot, 10½d.; January, 10½d.; February, 10½d.; March, 10½d.; April-June, 10½d.; July-September, 10½d.; October-December, 10½d. per lb.

**SARSAPARILLA.**—Rather more business on spot, market steady: spot, Jamaican grey, 1s. 2d. to 1s. 3d.; native, mixed colours, 10d. to 1s. per lb., as to quality and quantity, spot.

**SEEDS.**—ANISE.—Bulgarian, 30s., spot, duty paid. CANARY.—Spot, Mazagan, 29s.; Turkish, 24s.; Plate, 25s.; Spanish, 55s., all duty paid. CARAWAY.—Dutch, 36s., spot, duty paid, and 31s. 6d., f.o.b. Holland. CORIANDER.—Morocco, 14s. 6d., spot, duty paid; 13s. 6d., in bond. CUMIN.—No Malta to be had on spot. Morocco is offered at 32s. 6d., spot, duty paid, and 29s. in bond. FENUGREEK.—Morocco, on spot, quoted at 14s., duty paid. DILL.—Bombay 11 per cent. is 17s., spot. MUSTARD.—English, 22s. 6d. to 32s. 6d. per cwt., according to quality.

**SENEGA.**—There has at last been a sharp recovery in this market. It seems that spot supplies have been well bought up. The shipment market is definitely firmer and the conditions suggest further appreciations. At the moment spot, 1s. 8½d., and shipment, 1s. 8d., c.i.f.

**SENNA.**—A steady inquiry is reported with a fair amount of business developing. Values for all grades of Alexandrian and Tinnevely are as detailed in last week's report.

**SHELLAC.**—Market is steady, fair business: spot, standard TN orange, 56s. to 61s.; fine orange, 65s. to 125s.; pure button, 62s. 6d. to 65s. per cwt., spot. For delivery, TN, March, 56s. 6d.; May, 58s. For arrival, TN, January-February, 55s. per cwt., c.i.f.

**SQUILL.**—Some supplies of good white are available on spot at about 30s. per cwt., ex store.

**STRAMONIUM.**—Little parcels of good green leaves are being quoted on spot at about 35s. to 40s. per cwt., ex store.

**TONKA BEANS.**—Not much inquiry on the market. Fair frosted Para beans, 3s. 4½d. to 3s. 6d. per lb. Angostura, 8s. to 8s. 3d. per lb.

**TRAGACANTH.**—The returns for the close of 1936 were as follows. December: arrivals, 59 packages; deliveries, ex warehouse, 527 packages, stocks, 1,957 packages, compared with 4,699 at December 31, 1935. On spot, the acute shortage of druggist's fine white ribbon continues. Plenty of interest in amber leaf at £10 to £12, and the lower and hoggy grades, the selection of which is restricted, are fetching as much as £9 per cwt., ex store.

**VALERIAN ROOT.**—The demand is of little account. Small spot parcels quoted at about 35s. per cwt., ex store.

**WAX.**—BEES'.—Market is now very firm with spot supplies negligible and shipment offers restricted and dearer. Calcutta, bleached, spot, 137s. 6d.; shipment, January-February, 135s., c.i.f. Abyssinian, spot, none offering; shipment, January-February, 122s. Benguella, spot, none offering; shipment, 120s., c.i.f. Conakry, spot, none offering; shipment, 120s., c.i.f. Dar-es-Salaam, spot, 132s. 6d.; shipment, nominal at 132s. per cwt., c.i.f. CARNAUBA.—Offers from Brazil are much restricted at firm prices. Fatty grey, spot, 165s.; shipment, January-February, 165s., c.i.f. Chalky grey, spot, 160s.; shipment, January-February, 161s., c.i.f. Primeira, spot, good quality, 212s. 6d.; f.a.q., 207s. 6d.; afloat, 207s. 6d.; shipment, January-February, 210s., c.i.f. Mediana, spot, 205s. No shipment offers.



## Essential Oils, etc.

BUSINESS has been on quite a good scale and has been mostly concerned with spot and afloat goods. Values generally are firm, many are again dearer. Shipment quotations for a number of products are unobtainable. Strong markets are Anise (Star), Bois de Rose, Citronellas, Ho, Sicilian Lemon, Lemongrass, French Guinea Orange, Palmarosa and Petitgrain.

ALMOND.—Market is steady, business quiet: English-made, cwt. lots, 3s. 5d.; smaller parcels, up to 3s. 7d. per lb.; foreign, cwt. lots, 3s.; smaller parcels, 3s. 3d. per lb. French, bitter, 6s. 6d. per lb.

ANISE (STAR).—Good demand for home consumption and from the Continent and America. Business done in drums by a re-seller at 3s. 1d., c.i.f. The source offered a small quantity of drums at 3s. 3d., c.i.f., and refused near bids. Spot values are dearer and firm: spot, leads, 3s. 7½d.; tins, 3s. 6d. paid; drums, if available, 3s. 5d. per lb., ex store; shipment, nominal.

BAY.—Usual small spot business, market steady: 49 to 50 per cent., 4s. 9d. to 4s. 10d.; 59 to 60 per cent., 5s. to 5s. 1½d. per lb., as to quantity.

BERGAMOT.—Despite the fact that spot business remains quiet holders' prices are keeping firm, and there are now few sellers of good oil under 12s. per lb. In the shipment market the general report is nothing offered, but one importer records an offer at 13s. 3d. per lb., c.i.f. In other quarters the market is looked upon as nominal and firm at 13s., c.i.f.

BOIS DE ROSE.—Business in Brazilian oil on spot has been active at increasing prices, with 5s. 9d. reported paid. Most holders have cleared their stocks with remaining supplies now held for 6s. 3d. per lb. and tending dearer. No shipment offers.

CAJUPUT.—Market steady, business quiet: B.P., 1s. 10d. to 2s. 3d. per lb. as to quantity.

CANANGA.—Not much demand on spot and some quotations are keen, the average being about 6s. 3d. to 6s. 6d. per lb.; shipment offers are at about 6s. 6d., c.i.f., with nothing doing.

Shipments during November, 1936, were 933 kilog. compared with 1,751 kilog. and 1,241 kilog. in the corresponding months of 1935 and 1934, respectively. Shipments during the period January–November, 1936, totalled 16,319 kilog., compared with 15,791 kilog. and 13,703 kilog. in the corresponding periods of 1935 and 1934, respectively.

CARAWAY.—Market is steady, moderate business: Dutch rectified, 7s.; crude, 6s. 8d. per lb., landed and duty paid.

CASSIA.—Occasional inquiry for shipment, with the quotation holding at about 2s. 7½d. per lb., c.i.f. Good quality oil on spot would be about 3s. 1d. per lb., ex store.

CEDAR LEAF.—A small business on spot, with prices steady at about 4s. 9d. to 5s. per lb., as to quantity.

CEDARWOOD.—The African oil is selling quietly at keen prices: African, in drums, about 1s.; smaller packages, up to 1s. 3d. per lb. American, in drums, 1s. 1½d. to 1s. 1¾d.; smaller packages, up to 1s. 4½d. per lb.

CINNAMON LEAF.—The market is quoted dearer and some interest is being shown. Ceylon oil, spot, drums, 3s. 3d.; smaller packings, up to 3s. 5d. per lb.; shipment, firmer at 3s. per lb., c.i.f. Ceylon bark oil, 15s. 9d. to 16s. per lb., as to quantity, ex store.

CITRONELLA.—The recent firm tone in these oils is well maintained and further appreciations are recorded. Business on a fair scale: Ceylon, spot, drums, about 1s. 8d.; smaller parcels, 1s. 9d. to 1s. 10½d.; shipment, drums, 1s. 7½d. per lb., c.i.f. Java, spot, drums, 2s. 2d. to 2s. 3d.; smaller parcels, 2s. 4d. to 2s. 7d.; shipment, drums, firm from 2s. per lb., c.i.f.

Exports of Java oil in November were 108,291 kilog., compared with 121,620 kilog. in November, 1935 and 191,770 kilog. in 1934. Shipments during the period January–November, 1936, totalled 1,493,395 kilog. compared with 1,479,690 and 1,590,097 kilog. in the corresponding periods of 1935 and 1934, respectively. Later cable advice states December exports amounted to 145 tons, making the total for the year 1936, 1,608 tons. Exports to all destinations in previous years were as follows, in tons: 1925, 827; 1926, 1,182; 1927, 1,312; 1928, 1,143; 1929, 867; 1930, 815; 1931, 886; 1932, 970; 1933, 1,522; 1934, 1,785; 1935, 1,059 tons.

CLOVE.—Rather more business moving: Zanzibar, distilled bud oil, 4s. per lb., in drums, ex store. English distilled, 4s. 9d., in cwt. lots. Madagascar, spot, drums, 3s. 11d. to 4s.; smaller packings up to 4s. 4½d. per lb.; shipment, dearer at 3s. 6d. per lb., c.i.f.

CORIANDER.—There seems to be an absolute famine in this oil, with any good oil available worth fully 50s. to 55s. per lb.

EUCALYPTUS.—Some Spanish oil is reported to be afloat for this market, and may be had from 1s. 7½d. to 1s. 7¾d. per lb., ex store. Australian oils continue firm, with shipment dearer: Australian, 70 to 75 per cent., 1s. 7½d., in tins, and 1s. 7d., in drums; 80 to 85 per cent., 1s. 8½d., in drums, per lb., landed; higher prices for small lots on spot; shipment, February–March, 70 to 75 per cent., 1s. 5d.; 80 to 85 per cent., 1s. 6d. per lb., c.i.f.; Spanish, 70 to 75 per cent., 1s. 7½d. to arrive, landed.

GERANIUM.—Business quiet and spot quotations vary according to quality of oil: Bourbon, spot, 17s. to 18s. 6d.; shipment, about 17s., c.i.f. Algerian, spot, 16s. to 17s.; shipment, about 15s. per lb., c.i.f.

GRAPE-FRUIT.—Spot holders of Californian are quoting at about 10s. 9d. to 12s. per lb., as to quantity.

HO (SHIU).—Business has been good on spot, and values are again dearer, ranging from 1s. 10½d. to 2s. 3d. per lb., as to quality and quantity; no shipment offers.

JUNIFER BERRY.—Market steady, business quiet: spot is quoted from 3s. to 3s. 3d. per lb., as to quantity.

LAVENDER.—The sources for French oil report market firm and again dearer: spot prices vary as to quality: spot, 38 to 40 per cent., 15s. 6d. to 18s. 6d. per lb., as to source and quantity. Lavandin is dearer and now at about 8s. 6d. to 10s. per lb., as to quality and quantity.

LEMON.—The volume of business in Sicilian hand-pressed oil, spot and forward, is still restricted and mostly done in the cheaper oils. The source reports very strong conditions at still higher values. At the moment there are spot sellers from 11s., while the best brands are firmly held for at least 13s. per lb. Shipment offers received this week show a good brand of oil now held firm at 13s. 6d., c.i.f., and one offer touched 14s. 3d., c.i.f. No Californian cold-pressed available, and the distilled, regular quality oil has also been practically cleared and is nominal at 6s. 3½d. per lb., landed, in drums.

LEMONGRASS.—The better shipment prices recently recorded are fully maintained and now quoted at 1s. 11d., c.i.f., for all near positions; business quieter. There has been a good demand on spot with most parcels cleared up; the value is now in the region of 2s. 2d. to 2s. 3d. per lb.

LIME.—West Indian distilled on spot is steady at about 23s. 6d. to 24s. per lb., ex store.

MANDARIN.—There are spot sellers of new crop oil at about 15s. 6d. to 16s. per lb. for a quantity.

NUTMEG.—Some small spot business with American oil quoted at about 5s. 3d. to 5s. 6d. per lb., as to quantity.

ORANGE.—The Sicilian sweet oil is of no interest to this market. Inquiry for French Guinea, new crop, for shipment is good, but it seems impossible to get a firm offer, and there are no re-sellers. A value has been indicated of 3s. 9d. to 3s. 10d., c.i.f., but it is not known if these figures would be accepted. On spot there is a shortage and drums, when available, would be about 3s. 9d. to 3s. 10d.; repacked in tins, from 4s. per lb. Californian, spot, one case, 4s.; two or more cases, 3s. 10d.; small drums, 3s. 9d.; large drums, 3s. 8½d. per lb., business quiet.

PALMAROSA.—Still no shipment offers: it is reported that 7s. 7½d., c.i.f., was bid and refused. On spot, most holders have sold out and remaining stocks are firmly held for 8s. 6d. per lb., ex store, tending dearer. 8s. has been paid, and buyers.

PATCHOULI.—Some small business being done on spot with Singapore oil quoted at about 16s. 3d. to 16s. 6d. per lb., as to quantity; shipment, about 15s. per lb., c.i.f.

PEPPERMINT.—A very fair demand on spot, with prices steady and comparatively cheap at 5s. to 5s. 3d., as to brand. There has been considerable business in October–December at 4s. 10½d. to 5s., c.i.f. Japanese shippers quote January–March at 5s. 8d. to 5s. 9d., c.i.f., and report market firm and business doing at these figures. There are buyers at 5s. with sellers at not less than 5s. 3d., c.i.f. CHINESE oil on spot sells slowly at about 5s. per lb. No offers of new crop for shipment, shippers stating they are not interested in current prices. The American natural oil is quoted for shipment at about 2 dollars 30 to 45 cents per lb., c.i.f. spot supplies are offered at comparatively cheap prices with business quiet.

PETITGRAIN.—On spot stocks seem to be of small compass and the price for a case is held at 4s. per lb.; smaller parcels, up to 4s. 4½d. per lb. Restricted shipment offers firm at 3s. 9d. per lb., c.i.f.

ROSEMARY.—Market continues firm at recent advances in spot values, with Spanish oil at about 3s. 4½d. to 3s. 9d. per lb., ex store, as to quantity. Shipment, nominal.

SAFROL.—The market is firm and quoted dearer at about 1s. 10½d. to 2s. 3d. per lb., as to quantity.

SANDALWOOD.—Genuine East Indian Mysore, 19s. (19s.) per lb., in one-case lots on spot; oil described as British Indian at very competitive prices. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, 7s. 3d. per lb. Australian oil continues steady: five cases, 14s. 6d.; one case, 14s. 9d.; 7-lb. tins, 15s. 3d. per lb.

SASSAFRAS.—Dealers report some small business with prices for natural oil steady at 3s. 5d. to 3s. 8d. per lb., as to quantity. Natural oil at cheaper figures.

SPEARMINT.—Some quarters make the market slightly steadier. Spot, 8s. 10d. to 9s.; shipment, 8s. 4d. per lb., c.i.f.

SPIKE.—The spot market for Spanish oil is firm and prices quoted vary, as to holder and quality, from about 5s. 6d. up to as much as 7s. 6d. per lb. Shipment, nominal.

VETIVERT.—Shipment offers of Bourbon are at about 22s. 6d., c.i.f., with small parcels on spot at from 27s. 6d. to 30s. per lb.

WORMSEED.—Market remains quiet. U.S.P. quality oil, spot, 9s. to 9s. 3d.; shipment, 8s. 7½d. per lb., c.i.f.



# Correspondence

Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

## Pharmacists and Anti-Gas Precautions

SIR,—The report of the Public Services Committee of the Council (*C. & D.*, January 9, p. 30) appears to show a direction in which the professional status of pharmacists may be much advanced. The Air Raid Precautions Department of the Home Office offers to arrange as soon as practicable for some members of the Society to be trained in the Civilian Anti-Gas School with a view to their instructing the members of the Society in anti-gas precautions. Could the Society see its way to perform this national service? The offer should surely be accepted without reservations or delay and without confusing the issue by prior negotiations with the British Red Cross Society about a different matter. I wish the Council might see the proposal in its simplicity and reply without equivocation: "We are your men. Let us get on with the job."—I am, etc.,

Clifton, Bristol, S.

HAROLD E. MATTHEWS.

SIR,—From recent issues of *THE CHEMIST AND DRUGGIST* I have seen that the question of the services of chemists in the defence of the civil population against air raids is discussed in England. Your readers will possibly be interested to learn how this question has been treated by the Norwegian chemists.

In October 1935 Professor Dr. Bjarne Samdahl dealt with the matter in a lecture held by the Pharmaceutical Society of Norway, and a preliminary committee was elected to make a decision regarding the chemists' (apothecaries') services in the civil air-raid precautions. The result of the work of this committee was the establishment of a group of voluntary members of the three pharmaceutical associations, with the aim to train the members for theoretical and practical air-raid precautions work. The military authorities expressed their interest and appreciation of the initiative, and placed a part of the necessary demonstration material at disposal. More than 50 per cent. of the Norwegian pharmaceutical chemists are members of the group, and nearly half of these have followed the courses, in which they have got detailed instructions on the following themes: "Chemical war and air raids," "The chemical products for war purposes," "Physiology of respiration," "Pathology and therapy of war gases," "Gas-pharmacies and sanitary outfits," "Gas risks of the everyday life," "Trainings with gas-masks," "Gas- and splinter-proof rooms," "Fire-bombs, artificial fog and smoke" (with demonstrations in the field), and "The organisation of the civil air-raid protection and its mode of action." I beg to enclose a copy of the group's first book of instruction, including detailed reports from the lectures of the courses. The education of the members of the group will continue and the members will be organised in districts. Some of the members have already held lectures for the public in their residences.

There is now a law concerning air-raid precautions, which, however, has not yet been brought into action. The chemists' work is carried out on a non-political and objective basis as a humanitarian task, being conscious that the chemists with their professional skill and living nearly everywhere in the country will at all events be of some service to the community. And the local air-raid precaution councils, which will have to be established, will certainly only be too glad to be able to refer to the specially educated chemist in a lot of important questions.—Yours faithfully,

Oslo.

ARNE ORVIG.

## The Service the Chemist Gives

SIR,—You remark that to anyone who has visited the new housing estates the thought is bound to arise that the financial resources of the great trading companies enable them promptly to stake a claim in these estates (*C. & D.*, January 9, p. 37). This often occurs where a new district is being planned, and may well discourage any young man from an attempt to establish a business there for himself. But there is another risk which may endanger him still more when he thinks he has chosen a suitable spot. In many districts it is the practice of builders to put up a block of shops at intervals among the

streets of dwelling-houses and so to create minor shopping areas. In the course of a year or two some of these rows of shops develop into more important centres, and then big combines come along and buy out traders who are not doing so well as they expected or who are willing to sell at a profit. The business of the pharmacist is unfortunately vulnerable at many points, and although he may be gaining a connexion as a chemist his services in this respect are not enough to keep him—in fact, many customers seem to think these services should be given gratis. Your statement that the public often forget that the retailer who supplies their needs in emergency when the chain stores are shut should be supported in the ordinary way of business is absolutely true. Once I answered a ring at 11 p.m. on a Sunday to a lady who required a bottle of 100 aspirin tablets, for which the price at the time was 1s. 3d. She promptly informed me she could get them for 1s. at the stores. As I did not wish to argue with her I merely repeated the price, when I received a regular lecture about high prices, profiteering and shopkeepers' failings in general. As soon as I could get a word in, I said quietly that she had better go to the stores and save 3d., whereupon she exclaimed they were not open at that time of night, and I closed the incident with "No, but you expect me to open at any time." It would be a good reminder to present late customers with a card: "If we have been useful to you in an emergency we can be still more so as regular suppliers."

Faithfully yours,

EMERGO (11/1).

SIR,—While there is no obligation on the pharmacist to give a service after the normal closing hour (*C. & D.*, January 9, p. 27), there are very few who would refuse to serve a customer at any time with medicine that was really required. But the public do not expect to be served after hours at the chain shops, so why should they think the individual must always be on duty? If we try to visualise the possibilities of future years, this question of late service will have to be faced; in the case of an extension of the panel system to dependants and others, or a general introduction of medical schemes such as the one now being tried in London, there will be more call for the supply of medicines at all hours. People who write about their experience of Continental night service are probably not aware that it is because the doctor has to prescribe and the pharmacist to dispense that there is a regular night service. In many Continental towns this is done by the rota system, each pharmacy taking a week's night duty, the name of the one open being posted on the door and also published. My experience abroad was more difficult, because the pharmacy I was in was situated in a suburb where a rota could not be worked, and sometimes this meant broken rest every night in the week.—Yours truly,

NOCTE SUMEND (12/1).

## Chemists Praised

SIR,—It is refreshing to find that once in a while recognition is given in the popular Press to the care of the pharmacist for the public welfare. It comes as something of a shock, for usually it is the other way about. Further, this recognition came from a "London Physician" and appeared on the editorial page of the "Daily Mail." The writer was discussing the question of the difficulties of doctors and chemists in endeavouring to prevent people from poisoning themselves—particularly with barbiturates. He proceeded to show how addicts managed to hoodwink both chemist and doctor. One successful method that came under his own observation was adopted by an addict who secured a prescription from him and the correct supply was dispensed by his chemist. One night, however, he was hurriedly called to his patient and found her suffering from barbituric poisoning. A search of the room revealed several supplies of the drug obtained from four or five different chemists, each of whom had received a prescription from a different medical man in the neighbourhood. The writer pointed out that in spite of the scrupulous care of the chemist in each case the patient had been able to



secure what she wanted. The new regulations under the Pharmacy and Poisons Act were, as he truly said, "a nuisance to both doctors and chemists," but he had come to the conclusion that on the whole they were the means of saving human lives.—Yours, etc.,

RETIRED (12/1).

### Rising Prices

SIR,—Your Trade Report is not a section of the *C. & D.* I usually linger over, although I make a point of reading it regularly. I hope, however, that pharmacists generally will, with the New Year, begin to read it week by week. Markets are rising; and I fear that buyers in modest quantities, as pharmacists often are, are apt to miss the small advances in their requirements, which are often so minute that they do not affect the selling price and yet come out of net profits. Fortunately we can get considerable help in pricing to-day, which was not available in the early and middle years of my experience in retail pharmacy. I was very glad to find that in my copy of the *C. & D.* for January 9 the Retail and Dispensing Price List had been included; it is a great pity that this is not used by all pharmacists in pricing dispensing and also drugs and chemicals. If any one motto is more suitable than another for 1937 it is "Watch Prices."—Yours, etc.,

BUYER (12/1).

### Where Do We Come In?

SIR,—Apparently the pharmacist fits no special niche in any scheme which has to do with pharmacy. He is of no use to the State in any capacity. True, he is a handy person to supply drugs and medicines in connexion with National Insurance, and he has the hardihood to expect full payment for goods supplied. Needless to say he seldom gets it. He has to be carefully watched by inspectors under the Pharmacy and Poisons Acts, the Dangerous Drugs Acts, the Sale of Food and Drugs Acts, the Weights and Measures Acts, the Shops Acts and heaven knows how many more. The easy-selling and more profitable part of his business can be taken away from him by any grocer, oilman or seedsman. He has no claims to be "an officer and a gentleman" in H.M. Forces, and now he is considered of no particular value in gas defence. Seeing that the first gas masks were devised by a pharmacist and the bulk of them were produced during the great war by pharmaceutical firms, one would have imagined that pharmacists had a good case for special consideration in the present scheme. But no. The Home Office have made their own plans for the manufacture and distribution of 30,000,000 respirators, and the chemist's shop is not even to be a dépôt.

Yours, etc.,

ONLOOKER (12/1).

### Salary and Security

SIR,—In your "Review of the Year 1936 (*C. & D.*, December 26, p. 745) you remark that probably no one was more surprised than the Pharmaceutical Society's Council that there were nearly 1,000 applicants for the position of inspectors under the new Act. If one considers the lot of the average pharmacist in retail trade, the number of hours he has to work, the multitude of rules and regulations he has to carry in his mind, the many difficult customers he has to placate, the trials of insufficient or ambiguous prescriptions, the competition of all kinds of shops, the insecurity of his tenure, and finally the very small income the majority are able to earn, and then to look at the prospects held out by an inspectorship, I think there need be little surprise at the number who applied. Many chemists have told me that they would have applied if they had come within the conditions.—Yours truly,

REVUE (28/12).

### Chemotherapy

SIR,—Chemotherapy is an ugly word, and it may yet have an ugly meaning for pharmacists. I agree with your recent editorial article on the subject. A few weeks ago I was turning over a collection of prescriptions, written in the 'sixties and 'seventies by well-known London specialists whose names are still remembered. I compared them, mentally, with those written by similar men of the present day: the difference was amazing. There were then opportunities for a pharmacist to exercise his knowledge and skill in compounding: anyone to-day can wrap up a speciality or "dispense" (save the mark!) a N.F. mixture, which may be kept ready in a concentrated

form. The use of standardised chemical products will gradually kill, or render obsolete, any dispensing knowledge the young pharmacist may have acquired; the growth of clinics will take the work out of his hands. What can be done by our leaders? I do not believe they are awake to what is going on, and in the classic purlieu of Bloomsbury Square they are in a dream which will be rudely disturbed one of these days. In the meantime our professional education demands harder tests, and the number of subjects increases.—I am, etc.,

OBSERVATOR (28/12).

### Curious Customers

SIR,—It would seem that cocaine has a peculiar effect in bringing its addicts to their knees (*C. & D.*, January 9, p. 27), for when I was an assistant before the war we had a customer who used to go down on his knees and with tears running down his face beg for a few grains. One of my earliest experiences was of a lady who purchased a large bottle of chlorodyne, asked me for a tumbler with a little water, and to my dismay emptied the chlorodyne into it and drank it. I never supplied her again. Among other incidents I was once asked to photograph the track marks of a car which had been in collision with a horse and cart; the print showed that the driver of the car had turned the corner within six inches of his offside curb. The telephone can have its drawbacks. On one occasion I was rung up in the middle of the night and a peremptory voice ordered me to send an ounce packet of lint immediately; I explained with regret that the errand-boy would insist on going home to sleep at night. Another time, at 2 a.m. I was awakened by a message that a servant was being sent round urgently; a few minutes later he arrived with a request for change for a sovereign to pay a cab fare. Another message was from a neighbouring house asking me if I would go in and advise them what to do for the maid as the doctor was out. Knowing the people well I went, to find the maid had torn off some of her clothes and was in hysterics; cold water externally and bromide and valerian internally soon proved effective.—Yours, etc.,

ON TAP (11/1).

## Subscribers' Symposium

For interchange of opinion among "*C. & D.*" readers and brief notes on business and practical topics.

### Appreciations

I am very pleased indeed with the contents of the *C. & D.*, which are of great use to me professionally.—*F. J. B.* (11/11).

Your letter . . . was a great help to me in a rather difficult situation, and I thank you very much for your advice.—*J. S. E.* (9/11).

The 1937 *C. & D. Diary* has given much satisfaction to Scottish chemists, and will be used not only as a forensic guide but also as a business directory.—*Scotia* (29/12).

We have to acknowledge with many thanks your letter of the 29th instant, and would take this opportunity of expressing our marked appreciation of the information given therein.—*F. W. H.* (30/12).

May I also take this opportunity to thank you for the assistance you gave me . . . and further to say that I have looked forward with pleasure, for the last thirty years, to the delivery of the *C. & D.* on a Friday morning.—*J. E. J.* (15/12).

I am obliged to you for your kind reply to my inquiry. I have been using the method of dispensing you suggest. . . . My sulphurated potash is always of recent date, and so probably contains less free sulphur than an older preparation. Thanks very much.—*C. T. R.* (9/1).

In thanking you for my copy of the *C. & D. Diary and Year-Book*, 1937, it is a duty and a pleasure to express my appreciation of such a compendium of business information. The wisdom of advertisers whose announcements appear in its pages is at once apparent, for this is a standard reference book in daily use. Special praise is due to the writers of the longer articles, and, to my mind, this is the ablest reference book for a chemist's business which has appeared for many years.—*The Thistle* (5/1).



## Miscellaneous Inquiries

We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them

**A. A. W. (28/12).—EARLY CLOSING.**—The matter to a large extent depends on the general closing hour as fixed by the local council. This is probably 9 p.m., as is shown on the *C. & D. Shops Acts* card to which you refer. The local authority can, in practice, fix whatever closing hour it chooses, provided the general body of traders is agreeable. It is also explained on the *C. & D.* card, under Closing Orders—Shops (Hours of Closing Act, 1928), that confectioners and other traders may remain open until 10 p.m. There is no restriction on the sale of medicine from your pharmacy, but it is advisable to switch off your window lighting after the closing hour.

**K. L. (Barbados) (27/11).—HECTOGRAPH COMPOSITION.**—The formula of the preparation used in this country is as follows:—

Gelatin ... ..	10
Water ... ..	40
Glycerin ... ..	120
Barium sulphate ... ..	8

Should this prove too soft, we suggest reducing the amount of glycerin. Alternatively, you could try a formula containing glue, for example:—

Glue ... ..	1
Glycerin ... ..	4
Water ... ..	2

**H. B. (22/84).—INSURANCE SUPPLIES.**—The unqualified contractor who agrees to supply drugs has a very limited scope for his activity. The extent of the service to be rendered by such a contractor has never been exactly defined, and variations probably exist in different areas; but a reasonable interpretation of the duties to be undertaken under a limited contract, and the one most generally adopted appears to follow these lines:—An unqualified contractor may supply any drug or preparation—not containing a scheduled poison—which may be purchased from the wholesaler in such a packing and of such a character as to enable it to be handed to the insured person in the condition in which it is received. Mixing, compounding or dilution would not be allowed. Under this rule two simple ointments could be supplied separately in, say, 1-oz. pots, but a 2-oz. mixture of these would constitute a prescription to be dispensed, and the unqualified contractor would not be paid for this.

**J. C. (12/84).—RED SQUILL RAT POISON.**—A preparation in powder form could be made as follows:—

Red squill powder ... ..	1 part
Fine oatmeal ... ..	2 parts
Caster sugar ... ..	2 parts

It is an advantage to add a trace of oil of anise. For rats, one teaspoonful is sufficient for each bait, which should be laid out in small twists of tissue paper.

**G. F. L. (21/84).—LITTLE LIVER PILLS.**—Formula, No. 10, was published in *The Chemist and Druggist Diary*, 1904, and is as follows:—

Aloin ... ..	gr. 1/40
Podophyllin ... ..	gr. 1/5
Ext. hyoscy. ... ..	gr. 1/80
Jalapin ... ..	gr. 1/40
Ext. nuc. vom. ... ..	gr. 1/80
Ol. res. capsic. ... ..	gr. 1/80

**T. H. H. (12/86).—BANANA OIL** is a synonym for amyl acetate.

**A. S. (4/84).—BEE DISEASE.**—In the treatment of Isle of Wight disease in bees, the brood frames of the stock should be covered with a quilt of porous material, such as unbleached calico, upon which a piece of camphor is placed in the centre. According to the extent of the infestation, a quantity of the following mixture should be distributed as evenly as possible over the quilt where the bees are clustered:—

Saflor ... ..	1 part
Nitrobenzene ... ..	2 parts
Petrol ... ..	2 parts

The treatment should be given just before dusk for from three to six consecutive days.

**F. M. Q. (11/81).—BUYING A BUSINESS.**—The following details will help in forming your judgment as to the value of the business: A corner shop presents immense possibilities of advertising and progress in a shopping centre, and even in a back street it has much greater pull than a terrace shop. Neighbours have an influence on any business. Style of trade—cash or credit—is important. Reason for sale, how long established. Has it changed hands frequently? The turnover, nature of stock and values. The nature of tenancy, overhead charges, trading expenses, income tax paid by proprietor, book debts, and the necessity to discount their value. Goodwill is usually mentioned: one definition may be "an advantage attached to a business arising from position, age or reputation"; it is usually estimated on the annual surplus profits. The items arising from this analysis of a business for sale are: *Stock*.—It is an advantage to know the nature of the stock, whether it consists of saleable goods or casuals, its frequency of turnover during the year, which may be estimated from the total sum of goods bought, due attention being given to the normal range of prices at which the goods are bought and sold. Casual lines should be severely written down. *Fixtures*.—These form depreciating values which cut into capital as they need to be renewed. *Net Profit*.—The greatest difference arises under this heading, not to say confusion. The term is frequently held to cover the difference left over after the oncosts have been charged, together with the wages paid for assistance. The owner who is conducting the business fails to understand that his own personal charge is the first claim, which forms his profit for working expenses. The balance is net profit or the surplus. This is the amount left over after all the charges are deducted, including these personal working expenses. *Goods Sold*.—It is necessary to emphasise this point, since goods sold at a low rate of profit or on guesswork lines militate against the marketable value of a business. A standard selling price list on a true costing basis is a *sine qua non*; it enhances the value of the business, and ensures a better price when it is desired to sell. The information required may be set out as follows:—

Sales ... ..	£3,250	Total ...	3,993
Stock (December) ... ..	£743		
Stock (January) ... ..	£764	Total ...	2,864
Goods bought ... ..	£2,100		
	Gross profit ... ..		1,129
Oncost ... ..	£316	Total ...	911
Salaries and working expenses ... ..	£595		
	Surplus profit ... ..		218

The percentage return on the amount invested can readily be calculated from the surplus profit.

## Retrospect of Fifty Years Ago

Reprinted from  
"The Chemist and Druggist," January 15, 1887

### Musk and Its Substitutes

It has been imagined that, in the event of a cessation in the supply of Asian musk, a substitute might be found in the product of the American musk rat, *Fiber zibethicus*, frequenting the marshy borders of North American rivers and resembling the beavers in its habits. The "musk" yielded by this animal may be designated as a by-product, the creature being hunted principally for its skin, unlike its Asian fellow sufferer, of which no other part than the musk sac has any commercial value. The American musk may be used for soap-scenting and for some other purposes, though it is but a sorry substitute for the Chinese article at best. In the West Indies a species of rat, and in North America an antelope, have attracted the attention of musk dealers as possible successors of the musk deer. A few years ago it was reported that a consignment of musk derived from a Mississippi alligator (!) had been received in Germany. "The pods," we read, "were very small and the odour slightly differed from that of true musk, being allied to civet, but the musk is suitable for perfumery." We have not heard of any development of the alligator musk industry.



# HOWARDS' SALICYLATES

**ACID. SALICYL. P.B.**

Crystal and Powder

**ASPIRIN P.B.**

Howards' famous make

---

**SODII SALICYL. P.B.**

Powder or flaky Crystal

*Physiologically pure.*

*Beautiful colour and appearance*

.....

# HOWARDS' ASPIRIN TABLETS

*The most profitable Aspirin  
Tablet for the Pharmacist*

P.A.T.A.

---

**WINDOW-SHOW BONUS**

**Free Display Matter**

With orders for 2 gross 25's a Bonus of 36 25's is given  
Free and with 1 gross orders the Bonus is 12 25's  
provided a Window Show is made.

## INFLUENZA AND QUINISAN

Have you got a stock of  
Howards' QUINISAN  
Tablets to meet the demand?  
QUINISAN **really stops**  
colds in 24 hours.  
Carries a good profit.

**HOWARDS & SONS LTD. (Est. 1797), ILFORD**





**APOLLO**

A smooth, soluble  
well-made stick  
guaranteed free from  
any adulteration

**MACANDREWS & FORBES LTD**  
BUSH HOUSE, LONDON W.C.2

pure  
stick  
liquorice  
juice

# SALICYLATES

We solicit enquiries for commercial and pharmaceutical grades and offer prompt delivery ex works, for Home and Export

**Salicylic Acid Technical and B.P.**  
**Sodium Salicylate Technical and B.P.**  
**Aspirin, B.P.**  
**Orthocresotinic Acid Technical**  
**Sodium Phenate, etc.**

All our products are made under strict laboratory control by our own technical experts.

**GRAESSER SALICYLATES LTD SANDYCROFT, CHESTER**  
TELEGRAMS AND TELEPHONE HAWARDEN 104

## BURNSIDE'S AUSTRALIAN EUCALYPTUS OIL

(Shipped by W K. BURNSIDE PTY., LTD., 34/36 JEFFCOTT STREET, MELBOURNE)

### ALL B.P. GRADES

**70/75% B.P.**  
A specially rectified Oil of high and very uniform Quality

Packed in Cases and Drums  
**STOCKS IN LONDON**

**80/85% B.P.**  
Distilled from E. POLYBRACHTEA  
The finest B.P. Oil obtainable

All Grades can be relied upon to be Constant in Quality, Odour and Colour

**15 PHILPOT LANE**  
**LONDON, E.C.3**

AGENTS FOR U.K.  
**WILSON & MANSFIELD, Ltd.**  
**WHOLESALE ONLY**

'Phone : MANSION HOUSE 9264-5-6  
'Grams : WYFIELD, LONDON



# ALKALOIDS

FINE CHEMICALS AND OPIUM DERIVATIVES

*Goods  
covered by  
Dangerous Drugs  
Acts offered  
subject to all  
regulations*

Aloin • Atropine • Bismuth Salts • Caffeine • Cantharidin  
Capsicin • Chloroform • Chrysarobin • Codeine • Diamorphine  
Emp. Canth. Liq. • Ephedrine • Ergotin • Eserine • Ethyl-  
morphine • Gingerine • Hyoscyamine • Jalap Resin • Leptandrin  
Morphine • Opium • Podophyllin Resin • Salicin • Santonin  
Scammony Resin • Strychnine • Veratrine and other  
Pharmaceutical Chemicals and Preparations.

## T. & H. SMITH LTD.

25 CHRISTOPHER STREET, LONDON, E.C.2

*Blandfield Works,  
Edinburgh,  
32-34 Virginia St.,  
Glasgow*

## TABLETS PILLS

LOZENGES  
SUPPOSITORIES AND  
PESSARIES

Manufactured under analytical  
and pharmaceutical control.

SILVER COATING

PRIVATE FORMULÆ WORK A  
SPECIALITY

*Enquiries Invited from Distributors of  
Proprietary and other lines. Strict adher-  
ence to Formulæ and secrecy guaranteed*

ESTABLISHED



1894

**MATTHEWS & WILSON  
LIMITED**

6-8 COLE STREET, LONDON, S.E.1  
TELEPHONE • HOP 2147-2148

*May we quote you for—*  
**GLAUBER SALTS B.P.**

Pea Crystal and Feathery

**EPSOM SALTS B.P.**

Needle Crystals, Medium, Exsiccated

All grades conform to the new 1932 B.P. Standard

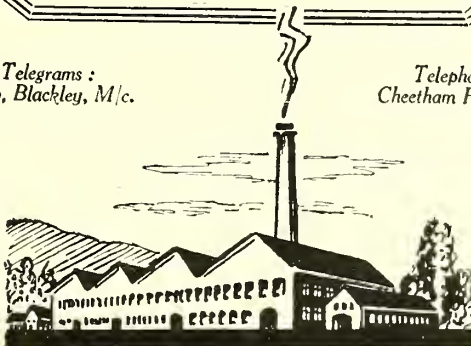
Special Crystals matched and any degree of exsiccation  
to order. Packed for Home and Export.

**HARRIS, HART & Co. Ltd.**

MOSS HOUSE CHEMICAL WORKS, BLACKLEY,  
MANCHESTER 9.

Telegrams :  
Harp, Blackley, M/c.

Telephone :  
Cheetham Hill 2853





# The Traditional Home of the Sandalwood Tree

## Mysore

The true Sandalwood Tree grows almost exclusively in the State of Mysore. Centuries of experience in the distillation of the precious oil from its wood ensures that today the finest Sandalwood oil still comes from the Government factories of Mysore. With its exquisite fragrance and 90% actual Santalol it is without equal as a perfume base and a fixative for bouquets of all descriptions.

# MYSORE SANDALWOOD OIL

## THE TRADE COMMISSIONER FOR MYSORE IN LONDON

GRAND BUILDINGS,  
TRAFALGAR SQUARE,  
LONDON, W.C.2.

*Sole Agents for U.S.A.:* Messrs. W. J. BUSH & CO., INC., 11 East 38th Street, New York.  
*Sole Agents for Canada:* Messrs. W. J. BUSH & CO. (Canada) Ltd., 432 St. Helen St., Montreal.  
*Sole Packers and Distributors for Chemists (1oz. to 16 ozs.):* Messrs. EVANS SONS LESCHER & WEBB LTD., Liverpool, London, Dublin



**PRODUCTS**

The 'CHEMISTS ONLY' Confections that **SELL**

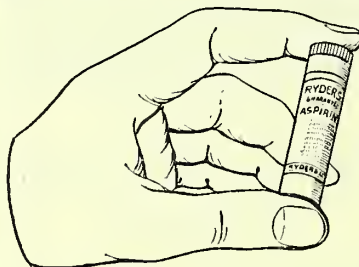
**PERFECT PACKS  
PRODIGIOUS SALES  
PHARMACEUTICAL QUALITY**

PARAMOUNT PRODUCTS LTD.  
BRITANNIA HOUSE, BRADFORD  
London Depot: St. Leonards, East Sheen, S.W. 14



### A PROFITABLE AND QUICK SELLING LINE—

### RYDERS' TUBES OF ASPIRIN TABLETS



**RETAIL**  
**2<sup>d</sup> per tube**  
**12 TABLETS IN TUBE**

15/9 per gross tubes  
—packed 18 tubes  
in attractive counter  
show carton SEND  
P.O. 2/- for trial  
carton post free

**RYDERS LTD., RYDENE WORKS**  
DUKES RD., ACTON, W.3.

# SOLAZZI

## The Chemist's Brand LIQUORICE JUICE

**SOLAZZI JUICE IS GUARANTEED  
TO CONSIST ENTIRELY OF THE  
CONDENSED EXTRACT OF FINEST  
CALABRIAN LICORICE ROOT  
WITHOUT ANY ADMIXTURE WHATEVER**

Should any enquiry as to the composition of SOLAZZI be received from the public, Chemists are asked to emphasise the fact that SOLAZZI is not included in the category of Secret Remedies, and that the accompanying guarantee obtains with every parcel.



---

## *Reminder*

---

In conformity with Rule 19, Schedule VII 1, of the Pharmacy and Poisons Act, 1933, all boxes of

### **ASTHMOLYSIN AMPOULES**

now bear the prescribed "CAUTION" label on the lid.

The rule came into force on January 1st, 1937, after which date it is not lawful to sell Asthmolysin not so labelled.

#### **FOR YOUR PROTECTION**

we shall be pleased to exchange any packs of Asthmolysin you have in stock not bearing the "CAUTION" label for packs which fully comply with the regulations.

Returns should be accompanied by a statement of the number of boxes and marked  
**MEDICAL DEPT. — For EXCHANGE**

● Direct propaganda during November and December has produced a flood of enquiries from medical men for trial supplies. Prescriptions for Asthmolysin boxes of 10 x 1cc. ampoules are usually urgent so we suggest keeping one or two boxes in stock.

**CHAS. ZIMMERMANN & CO. LTD.**

MEDICAL DEPARTMENT

**9/10 ST. MARY-AT-HILL, LONDON, E.C.3**

'PHONE :  
MAN'sion HOuse 6005 (four lines).

'GRAMS :  
ACIDOLAN, BILGATE, LONDON





PHYSIOLOGICAL TREATMENT  
OF CONSTIPATION

INTESTINAL GLAND EX. AGAR AGAR  
LACTIC FERMENTS. BILE EXTRACT

DISPLAY TAXOL ON YOUR COUNTER

FROM ALL WHOLESALERS

**CONTINENTAL LABORATORIES LTD.  
30 MARSHAM STREET LONDON S.W.1**

*"Eagle" Brand Chemicals*

B.P.  
PRECIPITATED  
SULPHUR

PHOTOGRAPHIC  
**HYPO**

B.P.  
EPSOM SALTS  
B.P. GLAUBER SALT  
ARSENATE OF LEAD

*Enquiries Invited*

**JOHN RILEY & SONS, LTD.**

—Chemical Manufacturers

**HAPTON near BURNLEY**

Telegrams: "Rileys, Hapton."

Telephones: Padiham 290/1

## Prescriptions

are issued regularly by Physicians  
for the following Endocrines-Spicer  
products. Pharmacists should be in  
a position to dispense from stock.

### EDWENIL

the polyvalent, antibacterial agent  
for all endotoxic infections.

### MENOCRIN

the original pituitary-thyroid-ovarian  
formula for menstrual difficulties.

### PANOPSIN

the unique, potent digestant—it actually digests.

### ADSPERLEN

an endocrine prophylactic against depletion during and following acute infections.

**ENDOCRINES-SPICER, LTD.**  
**WATFORD** Phone Watford 5284 **HERTS**



# DO-DO

BRAND

The Asthma Tablet which commands  
**THE LARGEST SALE**

*because*

- (1) It is the most effective tablet specific for Asthma in the world;
- (2) Users swear by it and purchase it unswervingly;
- (3) It sells at prices to suit ALL pockets.

**OVER 40 MILLION  
DO-DO Advertisements  
appear every month in the  
NATIONAL PAPERS**

*ensuring*

regular—steady and increasing sales and profits  
for the Chemist

***You cannot make a profit  
on a line unless you SELL it!***

*therefore*

**STOCK & SELL DO-DO**

the line which ensures steady profits

1/-

3/-

4/6

10/6

INTERNATIONAL LABORATORIES Ltd., 30-42 Smedley St., London, S.W.8.



**Chas. F. Thackray Ltd.***Solicit enquiries & orders for***Lederle****SCARLET FEVER STREPTOCOCCUS ANTITOXIN****Low protein content • High concentration • Low viscosity  
Easy to administer • Small volume of the therapeutic dose***We shall be pleased to add chemist stockists to our mailing list when dealing with professional enquiries.***\* FULL INFORMATION AND LITERATURE ON APPLICATION TO****252 Regent St.,  
LONDON, W.1****'Grams, Cables  
& Phone :****"Regent 1884 London"****SOLE DISTRIBUTORS  
CHAS. F. THACKRAY LTD.,  
OLD MEDICAL SCHOOL, LEEDS****Old Medical School  
LEEDS****'Grams & Cables :  
"Aseptic Leeds"  
'Phone : 20085 (3 lines)****Hubbuck's  
Pure  
Oxide of  
Zinc****is made by sublimation and is  
warranted to contain upwards of****99.9 PER CENT.****of pure oxide ; in fact, the  
impurities are not traceable****Thos. Hubbuck & Son, Ltd.****ESTABLISHED 1765****24 Lime Street, London, E.C.3****MANUFACTURERS OF WHITE LEAD, WHITE  
ZINC, PAINT, OILS, COLOURS, VARNISHES, &c.****Australian Office : 34 Queen Street, Melbourne***Sold by the following Wholesale Druggists  
in Boxes of 7 lb. and 14 lb. stamped by  
the Manufacturers : also in 1-lb. Boxes  
and 1-lb. Glass Bottles :*

Allen & Hanburys, Ltd.	Hodgkinson, Prestons & King
Ayrton, Saunders & Co., Ltd.	Horner, L. A., & Sons
Bell, Jno., & Croyden	Huskisson, H. O., & Co.
Bell, John, Hills & Lucas, Ltd.	Lofthouse & Saltner, Ltd.
Bleasdale, Ltd.	Mackay, Jno., & Co., Ltd.
Boots Pure Drug Co., Ltd.	May, Roberts & Co., Ltd.
British Drug Houses, Ltd.	Oddfield, Pattinson & Co.
Brook, Parker & Co., Ltd.	Pinkerton, Gibson & Co., Ltd.
Burgoyne, Burdidge & Co., Butler & Crispe, Ltd.	Potter & Clarke, Ltd.
Cockburn & Co., Ltd.	Raines & Co.
Dakin Brothers	Raines, Clark & Co., Ltd.
Duncan, Flockhart & Co.	Rankin & Howland
Evans, Gadd & Co., Ltd.	Silversides, R. H. G.
Evans Sons Lescher & Webb, Ltd.	Smith, T. & H., Ltd.
Ferris & Co.	Southall Bros. & Barclay, Ltd.
Gale & Co.	Sanner, R., & Co.
Glasgow New Apothecaries Co.	Taylor, Jas. (Tringate), Ltd.
Goodall, Backhouse & Co.	Thompson, John, Ltd.
C. R. Harker, Staggs & Morgan, Ltd.	Wilkinson & Simpson, Ltd.
Harkness, Beaumont & Co., Ltd.	Willows, Francis, Butler & Thompson, Ltd.
Hatrick, W. R., & Co.	Woolley, Jas., Sons & Co., Ltd.
Hirst, Brooke & Hirst	Wright, Layman & Umney, Ltd.
	Wyleys (Lim.)

Barry, E. J., New York	Muth Brothers & Co., Balti- more
Finley Dicks & Co., New Orleans	Palmer, Ltd., Montreal
E. Fongera & Co., New York	S. B. Penick & Co., Inc., New York
90-92, Beekman Street, New York	Roller & Shoemaker, Phila- delphia
Chas. L. Huisking & Co., Inc., 155, Varick St., New York	Schiffelin & Co., Inc., New York
Lehn & Fink, Inc., N. York	Shoemaker & Busch, Phila- delphia
McKeeson & Robbins, Inc., New York	

# Paraffinum Liquidum B.P.

ALL  
GRADES  
SAMPLES & PRICES

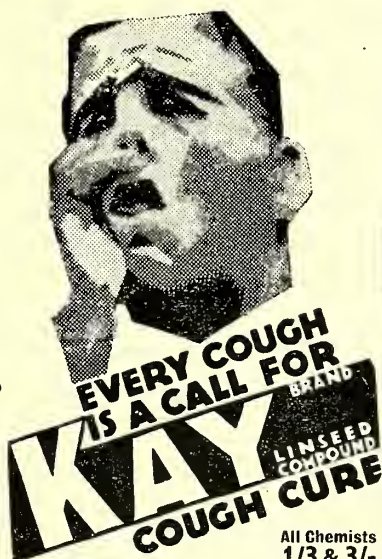
On application  
to

ALSO  
TECHNICAL  
QUALITIES

**Sterns Ltd.**  
16, Finsbury Sq. London. EC2

Telephone : National 7644 (7 lines).  
Telegrams : Centumvir, Phone, London.

Make  
your  
next  
"KAY"  
order  
a 20/-  
or 50/-  
"bonus"  
lot



All Chemists  
1/3 & 3/-

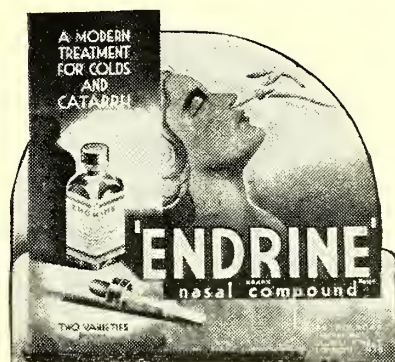
From your Wholesaler or direct from

**KAY BROTHERS LTD.**  
St. Petersgate Works, STOCKPORT

## 'Endrine' BRAND NASAL COMPOUND and the 'Flu Epidemic

For the nasal discomfort accompanying influenza doctors prescribe and recommend 'Endrine.' For the nasal sequellæ to this year's epidemic 'Endrine' is the treatment of choice. Thousands of people are taking 'Endrine' to safeguard themselves against infection. Make a display and attract this business to your shop. 13 to the dozen bonus terms are available for a fortnight's display. Order now from your wholesaler.

**13 TO THE DOZEN  
FOR SHOWING THIS CARD**



**PETROLAGAR LABORATORIES LTD.**  
OLDHILL STREET, LONDON, N.16



**75% of those who  
enter a Pharmacy are  
suffering from Indigestion!**

**Rexall  
CHEMISTS**

*have a unique & successful  
preparation to offer in*



**Bisma-Rex**

(REGD.)

The Famous **REXALL** Stomach Powder

PRICE **2/-** Per Bottle

*Samples, Display & Circulars  
FREE*

Enquiries from districts not covered by a  
Rexall Agency will receive every attention

**UNITED DRUG COMPANY LTD.  
NOTTINGHAM**



## PORTRAIT OF A GENTLEMAN

who increases goodwill for you  
and thereby adds to your turnover  
and profit. Dr. Grip is at your  
service. He is an expert **MONEY  
MAKER** for pharmacists and is  
known and respected everywhere.

**THOS. CHRISTY & CO.**

4-12 Old Swan Lane, London, E.C.4.

Agents to the Wholesale and Retail Chemists' Trade.

**'GRIPS'**  
**FIRSTAID  
PASTILLES**



Made by J. W. Lightbown & Sons, Ltd., Accrington.

# ANNOUNCING

## A NEW TRUFOOD PRODUCT

# FOLLOW-ON TRUFOOD

★ *CONTAINS Animal Protein; Bone-marrow; emulsified Cream Fat; the soluble Carbohydrates, Lactose and Glucose; Mineral Salts; Organic Iron; Lecithin; Calcium; with tested Vitamins A and D from natural sources, and Vitamins B1, B2.*

### NON-COMPETITIVE LINE.

Into a clear field, devoid of competitors, comes Follow-on Trufood, a new Trufood product for baby from 10 to 24 months. For the first time, Mothers are offered a food of exceptional merit, specifically prepared to ensure continuity of vigorous growth during the difficult period of weaning and after.

### WELL-TIMED.

Attention is focussed on diet today. But hitherto there has not been a planned diet to suit that age which comes after infant feeding and before the child can pass to adult food. There is a real need for such a diet, and Follow-on Trufood is well-timed to fulfil this need.

**EVERY CUSTOMER NOW BUYING AN INFANT FOOD IS A POTENTIAL CUSTOMER FOR FOLLOW-ON TRUFOOD**

*Up to 9 months*

**HUMANISED TRUFOOD**

*(bottle-feeding)*

**then**

*From 10 to 24 months*

**FOLLOW-ON TRUFOOD**

*(plate and cup)*

**Follow-On Trufood retails at 3/9.** Send a postcard for terms to: Trufood Limited, The Creameries, Wrenbury, Cheshire.

11 FT-1-551



# Increase your turnover....

by keeping  
well stocked with

## PHOSFERINE

BRAND TONIC

*The Greatest of all Tonics*



This popular Tonic Medicine  
is always in demand and  
is supported by intensive  
National Advertising.

LIQUID and TABLETS

1/3, 3/- and 5/-

CARRIAGE PAID.

MONTHLY A/C

Window display terms in United Kingdom  
on application to:—

**PHOSFERINE (ASHTON & PARSONS) LTD.**  
La Belle Sauvage, Ludgate Hill,  
LONDON, E.C.4

*Pharmaceutical*

# CASTOR PREMIER

# OIL

Tasteless  
Water-White

Made in England by

**THE PREMIER OIL  
EXTRACTING MILLS**  
HULL Ltd.

Telegrams: "Premier, Hull"

Telephone: 15191 (8 lines)

**FINEST PURE LOFOTEN — COD LIVER OIL**

BRÖDR AARSÆTHER A/S AALESUND, NORWAY

Guaranteed Content at least 1,000 International Units Vitamin A

Sole Agents for U.K. (excepting Scotland) "D"

**FREUDENTHEIL, SMITH & CO.**

21 MINCING LANE, LONDON, E.C.3 Established 1826

Tel. Add.: "Freudenruf."

Tel. No.: Mansion House 6600

**BLYTON, ASTLEY & CO. LTD.**

Eagle Laboratories, Lr. Broughton, Manchester,

FOR

**LOZENGES, PASTILLES, "MENTHELLS,"  
and Quick-Selling SPECIALITIES.**

ESTABLISHED 1793.

**ATKINSON & BARKER'S  
INFANTS' PRESERVATIVE**

The Best and Safest Infants' Medicine of  
140 years' standing.

Does not contain any Scheduled Poison.

**ROBERT BARKER & SON, LTD.,**  
13 WESLEY ST., C. on M., MANCHESTER.



# MARSHALL'S MALTED MILK

## SPECIAL BONUS OFFER

From January 1st to January 31st only, we are offering a Special Bonus Parcel to the Retail Trade. We ask you to avail yourselves of this offer now *because you will not be able to take advantage of it after January.*

Generous supply of Show-matter sent with every order.	4 Dozen	6d. ( 3-oz. Tin)	Marshall's Malted Milk	@ 4/6	per doz.	s. d.
	2 "	6d. ( 3-oz. "	Chocolate	" "	@ 4/6	18 0
	1 1/2 "	1/- ( 7-oz. "	Marshall's	" "	@ 9/-	9 0
	1/2 "	2/- (15-oz. "	"	" "	@ 18/-	13 6
	1 "	9d. Bottle (75 Tablets),	"	" "	@ 6/-	9 0
						6 0
						<u>£2 15 6</u>
						For £2 11s. 0d. only

WATCH OUR NATIONAL PRESS ADVERTISEMENTS!

**Marshall's Malted Milk Ltd., Cedars Rd., Clapham, S.W.4** (Macaulay 3867)

ANNOUNCING

ADVERTISING

**KEEP FIT** on  
**EPHCO**

JUICE OF GRAPES  
IS THE KEYNOTE IN  
DAILY MAIL  
JOHN BULL  
HOME CHAT  
FILM WEEKLY  
WEEKLY TELEGRAPH  
CHILDREN'S  
NEWSPAPER  
NEW HEALTH  
NURSERY WORLD  
SUNDAY COMPANION  
C. of E. NEWSPAPER  
METHODIST  
RECORDER  
ETC., ETC.

**EPHCO** CONCENTRATED  
JUICE OF GRAPES AND  
**FRESHETS** GRAPE JUICE  
PASTILLES

● Real Concentrated  
GRAPE JUICE at a  
POPULAR PRICE

LIQUID **1/6** || **6d.** PASTILLES

ELEGANT PACKING  
EXCELLENT PROFIT

● SPECIAL OFFER  
JANUARY ONLY

SELLS AT COSTS  
1/6 per bottle **11/-** per doz.

6d. per packet **11/3** per 3 doz.

**EPHCO JUICE COMPANY**

3 MILLICENT ROAD, WEST BRIDGFORD, NOTT'M.  
44 BRAZENNOSE STREET, MANCHESTER 2

STANDARD TERMS GIVE 33 1/3 % RETURN



# PROVEN SUCCESSES

**I.B.C. PIPETTE BOTTLES FOR HALIBUT OIL AND EYE, NOSE AND EAR DROPS WHERE DOSAGE BY DROPPING IS REQUIRED**

SUPPLIED IN AMBER OR CLEAR GLASS, COMPLETE WITH RUBBER TEAT AND BAKELITE CAP AND GLASS ROD WITH BALL POINT. PROMPT DELIVERIES FROM STOCK.

WHOLESALE AND EXPORT ONLY

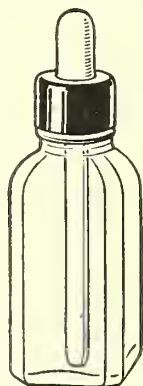


**THE INTERNATIONAL BOTTLE CO. LTD.**  
**48 FORE STREET, LONDON, E.C.2**

## TOOGOOD'S

(NO. 6368)

## DROPPING BOTTLES



ENGLISH MADE.

SUPER QUALITY.

AMBER GLASS.

FITTED BROWN BAKELITE CAP,

BROWN TEAT AND GLASS TUBE.

SUPPLIED WITH OR WITHOUT BOXES.

FULL PARTICULARS FROM

## WILLIAM TOOGOOD LIMITED

**77 SOUTHWARK STREET, LONDON, S.E.1**

# "National"

## Dispensing Bottles

*are Strong, Serviceable and Suresealing!*

**NEATLY PACKED IN 3 AND 6 DOZEN SIZE, NON-RETURNABLE CARTONS**

- ★ CONVENIENT IN SIZE
- ★ EASY TO HANDLE
- ★ UNIFORM IN QUANTITY

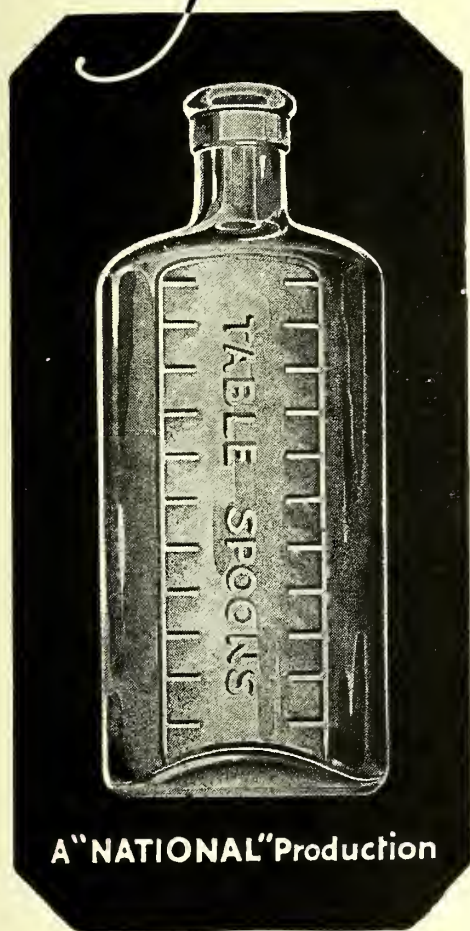
CARTONS OF EITHER 3 or 6 doz. BOTTLES  
THROUGHOUT THE RANGE

ALSO

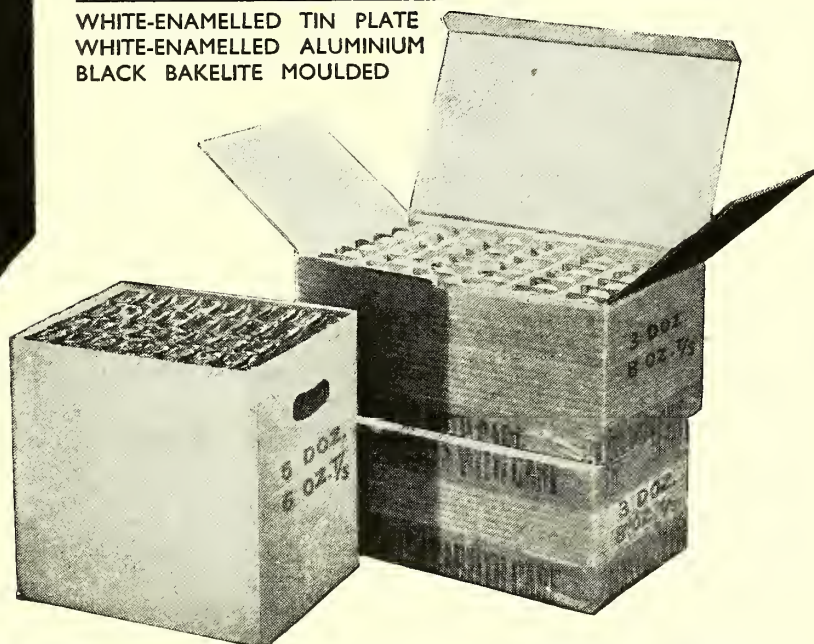
Cork mouth Bottles WASHED & PAPERED  
Screw " " WASHED & CAPPED

**SCREW CAPS SUPPLIED in**

WHITE-ENAMELLED TIN PLATE  
WHITE-ENAMELLED ALUMINIUM  
BLACK BAKELITE MOULDED



**A "NATIONAL" Production**



*May we advise  
Name and Address of  
your nearest  
"National"  
distributor?*

**NATIONAL GLASS WORKS (YORK) LTD.**

WORKS:  
FISHERGATE, YORK

'Phone: HOLborn 2146

**First Avenue House, High Holborn, London, W.C.1  
(WHOLESALE ONLY)**



# **BRITISH INDUSTRIES FAIR, 1937**

**15th - 26th FEBRUARY, 1937**

## **FINE CHEMICALS**

will be shown in the

**MAIN HALL, OLYMPIA, W.14**



## **BOOTS PURE DRUG CO. LTD.**

**STATION STREET, NOTTINGHAM**

MANUFACTURING CHEMISTS AND MAKERS OF FINE CHEMICALS

**STAND No. A 218 & 229**

have placed this page at the disposal of

**THE ASSOCIATION OF BRITISH CHEMICAL MANUFACTURERS**



# The CHEMIST AND DRUGGIST

## SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

JANUARY 16,  
1937

### ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

**BUSINESSES WANTED** and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS** for **SALE** and **AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**SITUATIONS OPEN**—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**SITUATIONS WANTED**—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

**LEGAL NOTICES, TENDERS, AUCTIONS**, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)

**MISCELLANEOUS (Wholesalers') Section** for odd and second-hand lots—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)

**EXCHANGE COLUMN** (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

**REPLIES FROM ADVERTISERS**—1/- per line; 3 lines 2/6.

**THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2**

Telephone: Central 6565 (10 lines).

Telegrams: "Chemicus, Estrand, London."

### CLOSING FOR PRESS

must reach us  
not later than

**FIRST POST THURSDAY MORNING**

All advertisements intended for  
insertion in this Supplement

## ORRIDGE & CO. 56 LUDGATE HILL, E.C.4

ESTABLISHED 1846

Telephone Nos.: CITY 2263 & 7477

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—**CHARLTON**.—Good Middle-Class Cash Retail Business run under lady management; increasing turnover, this year being £1,850 odd; excellent profits; new Lease at £80 per annum; sublets amount to about £75 per annum; premises can be purchased if desired; heavily stocked; price £1,150 all at; net profit to owner manager about £500 per annum.

2.—**HOME COUNTY**.—High-class Light Retail Business with valuable Agencies; turnover for last completed financial year, £2,800; gross profit over £875; business run under management; net profit to owner manager about £500-£600 per annum; beautifully fitted Pharmacy, heavily stocked; living accommodation over; rent at present only £75 per annum; held on Lease; price £1,750 all at.

3.—**FINCHLEY (NEAR)**.—Middle-class Business with increasing turnover, present rate about £30 per week under management; handsome double fronted shop, beautifully fitted and well stocked; stock and fixtures worth about £1,250; corner frontage of 36 ft.; modern living accommodation over; owing to ill-health the Vendor wishes to sell quickly and will accept the first reasonable offer, probably less than the value of the stock and fixtures.

4.—**MAIDA VALE**.—Main Road Cash Retail Business with excellent Panel (over £300 per annum); old established concern; net profit to owner manager £500 per annum; Chartered Accountant's figures; corner shop, very well fitted and stocked; long Lease; price £1,150 all at or valuation terms considered.

5.—**WEST MIDDLESEX**.—Cash Retail Business with rapidly increasing turnover, present rate £45-£50 per week; business situate in rapidly developing area; beautifully fitted shop with modern shop front; Neon lighting; excellent flat over with three bedrooms; price all at £1,250 or valuation terms considered.

6.—**LEE, S.E.12**.—General Retail Business run under lady management; must be sold forthwith; turnover £15-£20 per week at present; most attractive double fronted shop, well fitted and stocked; Vendor's estimate of stock and fixtures £500; rent only £95 per annum; long Lease; price £500 all at or near offer, or valuation terms entertained.

7.—**HENDON**.—For sale owing to extreme ill-health: Good-class Business with sub-post office attached; net profit about £4 per week or more; modern living accommodation; stock and fixtures worth nearly £400; price for immediate sale £350 all at.

8.—**NELSON, LANCs.**—Medium-class Business with sub-post office attached (remuneration £160 per annum); takings about £1,200 per annum under management; nice living accommodation over with 3 bedrooms; rent 25s. per week; price £700 all at or near offer.

9.—**MIDLANDS (IMPORTANT TOWN)**.—High-class Retail and Dispensing Business with increasing turnover, this year will be approximately £3,200; net profit approximately £815 for the year; premises occupy excellent trading position; handsome fixtures and heavy stock, which could be reduced if so desired; splendid modern living accommodation; long lease at reasonable rental; price about £3,000 all at, or an agreed figure for the lease and goodwill plus stock and fixtures at valuation; Vendor buying another business.

10.—**ESSEX**.—Good-class Business situate in important town; takings over £2,300 per annum; gross profit last year £950; Chartered Accountant's figures; stock worth about £580 and fixtures approximately £250; rent £100 per annum; net profit to managing proprietor at least £500 per annum; minimum price £400 for the lease and goodwill plus stock and fixtures at valuation, in all about £1,225.

11.—**LANCASHIRE**.—High-class Retail Business with valuable agencies and good sale for own proprietaries; increasing turnover, last year being £3,686; stock worth £900-£1,000; nice living accommodation over with bathroom and four bedrooms; price of property £2,000; price of business £2,500.

12.—**BOURNEMOUTH (NEAR)**.—Middle-class Cash Retail Business situate in excellent position; prominent lock up shop taking over £60 per week under management; net profit to owner manager about £700 per annum; new lease; rent £165 per annum; handsome fixtures and heavy stock; minimum price £2,650.

13.—**HASTINGS (DEATH VACANCY)**.—General Cash Retail Business with Photographic; returns about £1,350; gross profit £452 last year; attractive shop, very well fitted and stocked; stock worth about £400; comfortable living accommodation; rent only £65 per annum; price £800 all at or near offer.

14.—**STAFFORDSHIRE**.—Good middle-class Business with full wine licence; takings about £1,550 per annum; average gross profit nearly £600 per annum; premises occupy corner position in main road; stock worth about £550 and fixtures £200; nice living accommodation over; new lease at £80 per annum; price all at £1,000, or alternatively £250 plus stock and fixtures at valuation.

15.—**CARDIFF**.—Illness calls for sale of quick cash Retail Business, established two years ago; returns last year £1,213; present year increasing at the rate of £20-£25 per month; net profit £350 per annum; stock worth at least £350 and fixtures £120; very commodious house; rent only £80 per annum; price £650 all at, part of which can remain.

16.—**MANCHESTER**.—Middle-class Business turning over £2,000 per annum; excellent profits; modern fixtures; nice living accommodation over; stock and fixtures worth about £900; rent only £68 per annum; price £1,450-£1,550 or valuation terms entertained.

## Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.



# ERNEST J. GEORGE & Co.

**Bank Chambers, 329 High Holborn, London,**  
Telephone Nos. : Holborn 7406 & 7407 (2 lines) **W.C.1**  
**-15 Bridge Street, Walsall** Telephone : Walsall 3774

**Lancashire and District Representative: Mr. E. BROWN, 21 Davenport Road, Hazel Grove, Stockport. Telephone : Great Moor 2405**

*Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for purchase.*

(C1) CENTRAL, MIDLANDS.—Opportunity to acquire good-class Pharmacy, situated in pleasant suburb of prominent go-ahead town; the premises include a particularly attractive house, and the business, considering its size, is very easily conducted; present returns approximately £3,000 per annum, with a high net profit; the business is well known to us, and can be recommended with every confidence; further details will be forwarded to genuine prospective purchasers upon receipt of bankers' references; capital requirements will approximate £3,000.

(C2) HAMPSHIRE (NEAR TO COAST).—Established middle-class business, in present hands upwards of 20 years; turnover approximately £2,000 per annum, with good scope for increase under personal proprietorship; net profit £520; no near opposition; living accommodation; property also for sale, part of the purchase money for which could be raised on mortgage if necessary; price of business £1,000 all-at; property £1,800.

(C3) CHESHIRE.—Attractive well-fitted lock-up Pharmacy offering scope for considerable further increase, situated in town with population of approximately 18,000; turnover for 1935-36, £1,600; rent £60; a quick sale is desired and the first reasonable offer will in consequence be accepted, even though it means disposing at a sacrifice figure; early application advised.

(C4) NOTTS.—Up-to-date middle-class business with property, including good living accommodation; increasing turnover, now at the rate of approximately £1,600 per annum; net profit for last financial year, £470; Chartered Accountant's figures available; price of business approximately £900, and property £950, on which there is a standing mortgage of £600; this could probably be transferred if desired; the business has been visited, and is well recommended.

(C5) BUCKS.—Unopposed country business, showing steadily increasing returns; turnover (certified) for last financial year, £1,711; gross profit £607; rent £70, which includes living accommodation with bathroom etc.; price £900 all-at.

(C6) WEST END.—Attractive, up-to-date Pharmacy, occupying prominent position; turnover for last financial year, £2,398; gross profit, £1,247; definite and abundant scope for further substantial increase; for sale following death of principal shareholder; price £1,800, but reasonable offers will be considered.

(C7) CHESHIRE.—Unopposed country business, established over 60 years; turnover, which has increased considerably during the past 2 years, approximately £1,550 per annum; rent £52, including living accommodation with all conveniences; a quick sale is desired owing to genuine circumstances, and a very reasonable price, comprising the value

**Valuations for transfer, probate, income tax, etc., promptly executed at economical rates. Agency for locums, managers, etc.**

## Practical Books for Everyday use

### PHARMACEUTICAL FORMULAS (P.F., Vol. I)

Price 15s.  
by post  
15/6

The tenth edition of this, the most complete pharmaceutical formulary in the English language, is devoted to the official and semi-official preparations of practically every country in the world. This volume (published 1929) contains 1146 pages. Invaluable to the busy pharmacist. One of the most useful and handiest reference books in the trade.

### PHARMACEUTICAL FORMULAS (P.F., Vol. II)

Price 15s.  
by post  
15/6

Published 1934. Supplementary to Vol. I, and known as "The Chemist's Recipe Book." Contains formulas for adhesives, beverages, cleaning materials, culinary and household requisites, horticultural and agricultural preparations, inks, lozenges, perfumes, photographic preparations, polishes, soaps, toilet articles, varnishes, veterinary preparations, etc., including numerous descriptions of practical methods employed in their manufacture, and other information of use to pharmacists and manufacturers. Over 1000 pages.

No business library is complete without these books. They are time savers and money makers.

You can order through your usual Wholesaler or direct from  
The Publisher

**THE CHEMIST & DRUGGIST**  
28 Essex Street, London, W.C.2

Branch Offices : 4 Cannon St., Manchester 3; 54 Foster's Buildings, High St., Sheffield; 19 Waterloo St., Glasgow; and at Paris, France; Auckland, N.Z.; Melbourne and Sydney, Australia.

## THE ASSOCIATION OF MANUFACTURING CHEMISTS, LIMITED

(Business Agency, Transfer & Valuation Department)

KIMBERLEY HOUSE, and at EXCHANGE CHAMBERS,  
Holborn Viaduct, LONDON, E.C.1 2 Bixteth St., LIVERPOOL.

PARKIN S. BOOTH, Valuer. Tel. : CITY 3691 (4 lines).

**VALUATIONS. SALES OF BUSINESSES. STOCKTAKINGS.**  
Enquiries Invited.

## A UNIQUE OPPORTUNITY

occurs for a Sundries House in England to take over Well-Established Chemist Sundries Business covering the whole of Scotland. Particulars on Application.

**294/631, OFFICE OF THIS PAPER.**

## BUSINESSES FOR DISPOSAL.

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**BLACKPOOL.**—Old-established Business for Sale owing to unforeseen circumstances; central position; lock-up; Kodak and other side-lines, etc.; returns between £1,300 and £1,400; opportunity for live man; price £675, inclusive; other particulars at interview only to genuine buyers with the necessary capital; no triflers. 213/26, Office of this Paper.

**KENT COAST.**—Owing to illness, newly-established (14 months) Chemist-Optician's Business for Sale; excellent Optical turnover all the year, combined with very good Pharmacy and Photographic business during season; turnover rapidly increasing; valuation of stock and fixtures only required; unique opportunity. 206/39, Office of this Paper.



**LANCASHIRE** (near Wigan).—Under management; occupying prominent position in the shopping area, with great possibilities with ownership control; lease, 8 years to run, with a further option of 10 years' renewal; rent £65, rates £32; wants viewing. Further particulars on application, 213/51, Office of this Paper.

**LEEDS**.—Large double-fronted lock-up Shop, one of nine on parade; good medium-class business, with opening for Optics; established 3 years; increasing turnover; net profits over £250; takings last year £1,157; N.H.I. averaging 400 monthly; golden opportunity for young man; proprietor purchased larger business; price £450. 212/7, Office of this Paper.

**LONDON, S.W.**—Drug Store, double-fronted lock-up shop, fitted throughout modern oak, equipped glass showcases and counters; 21 years' lease, 19 to run, at £85 per annum; established 2 years; good reason for sale; price £150; sacrifice for quick sale. Apply 145 White Hart Lane, Barnes, S.W.13.

**LONDON, W.**—Sound Panel, Cash Business for Sale; proprietor wishes to concentrate on new business; needs owner-management; long lease, small rent; good position, thickly populated district; lock-up; price about £350 all at. Chemist, 58 Sherwood Park Road, Sutton, Surrey.

**SEVENOAKS** (Residential District).—A golden opportunity for obtaining a business (Drug Stores); suitable for beginner; full particulars and every investigation invited; no triflers. 213/30, Office of this Paper.

**SOUTH COAST**.—Returns £1,550; profitable Dispensing and Family; living accommodation; low rent; on lease; non-seasonal trade practically all cash; great scope for improvement on modern lines; main road; small garden; price about £1,200. 214/3, Office of this Paper.

**WEST OF ENGLAND**.—Recently established Pharmacy for Sale in thickly populated district; splendid opportunity for Chemist with only small capital at disposal; low overheads; turnover small at present, increasing; all at £250 or nearest offer for quick sale; genuine reason for selling. 213/40, Office of this Paper.

**CHEMIST-OPTICIAN**, Kent, S.E.—Established 6 years; growing district; good accommodation; 21 years' lease; no near opposition; increasing turnover; stock approximately £400; fixtures, fittings and goodwill £350. 214/14, Office of this Paper.

**CHEMIST** would meet another view early succession; established business; Midlands; illness cause; no triflers, please; valuation. 213/41, Office of this Paper.

**FOR IMMEDIATE SALE**.—Busy Cash Business in central S.E.1 market; all cash except doctors' accounts; large N.H.I.; returns average for last two years £1,600; every convenience in flat above; flats being rebuilt around; accounts can be inspected; ill-health reason for sale; no agents. 213/48, Office of this Paper.

**NEAR BOURNEMOUTH**.—Modern Pharmacy, established 2 years, in residential district; commodious corner premises, at present lock-up; under indifferent managerships returns £800, with excellent prospects to increase under proprietor; rent £85 inclusive; lease 11½ years; price £425, or near offer, including stock. 212/24, Office of this Paper.

**NEAR LIVERPOOL**.—Recently established Chemist's Business for Sale; growing neighbourhood; small lock-up corner shop; returns average £13 weekly, easily increased; price £300, which includes stock £250, fittings, fixtures, etc., or nearest offer. 214/9, Office of this Paper.

**OLD-ESTABLISHED** Chemist, main road, S.W.; well equipped; trade £1,500 per annum; good accommodation; good Panel and trade; nice district; excellent business; price £750, or reasonable offer for quick sale, includes £300-£375 stock, fixtures, etc. Currie & Co., 188A High Street, Clapham, S.W.4. Tel.: Mac. 1077/8.

## BUSINESSES WANTED

**ADVERTISER** wishes to purchase sound Business; turnover £1,500 upwards; living accommodation essential; audited accounts; London or South Coast; no agents. P.C.B. 230/19, Office of this Paper.

**CHEMIST** desires to purchase sound business anywhere if prospects are good; living accommodation and scope for Optics preferred; cash available. Please reply in strict confidence to "Chemist," 213/54, Office of this Paper.

**URGENTLY WANTED**.—Business in or near Southport; takings £30 or more weekly; living accommodation preferred, but not essential. Give fullest particulars in first instance in strict confidence, 211/4, Office of this Paper.

**WANTED**.—Really good-class Retail Pharmacy; well established; sound turnover; S.W.3, S.W.5, S.W.6, S.W.8, S.W.14, S.W.15 districts; ample capital available for purchase of must-be-right business. 294/633, Office of this Paper.

## PREMISES WANTED

**INVESTOR** in Shop Properties is prepared to Purchase for Cash a good Shop Property where owner-occupier will take a lease at an economical rental. Write Stenson, Mameena, Church Hill, Purley.

## PREMISES TO LET

**PALMER'S GREEN, N.13**.—Spacious Shop Premises (flat over); main road; only shop vacant in parade; rent £175 p.a. Apply Wootton & Son, Chartered Surveyors, 51 and 53 South Audley Street, W.1. (Mayfair 4651.)

**BOLD** Corner Shop Premises, with living accommodation and outbuildings, situated in thickly populated part of Grays; suit business of Chemist and Druggist. Apply Pearson, 13 Orsett Road, Grays, Essex.

**DOUBLE-FRONTED** Lock-up Shop and Room in thickly populated district; semi-main road, Bromley; all conveniences; no opposition Chemist, Druggist; no restriction; any trade or using double trade; Lending Library, Hairdresser, Tobacconist, etc.; 22s. 6d. inclusive or lease arranged. White, 49 Homesdale Road, Bromley, Kent. RAV. 4633.

**HOUSE** and Shop to let; Surrey village; good opening for Chemist's business. Apply Major Meacher, Estate Office, Albury, near Guildford.

**IMPOSING** Shop and House Premises, in busiest part of Watford; especially suited for Chemist; no opposition; restricted this trade only; double-fronted; electric light, hot water throughout; rear entrance; nearest chemist 15 minutes' walk; rent £100 per annum; very unusual opportunity. Ref. 2248a, Martin Davis & Co., 72-74 Victoria Street, S.W.1.

**OPPORTUNITY OCCURS** to establish a Business in a well-developed and rapidly growing district near Hounslow; only one shop now left on a Parade which occupies a commanding main-road corner position; a Chemist is urgently needed by the district and should be instantly successful; the accommodation comprises large sales shop and a self-contained flat above of four good rooms, kitchen, bathroom, etc.; the rent is £125 per annum exclusive on lease. Apply to John Allsop, Sole Agent, 433 Great West Road, Hounslow. Tel.: Hounslow 2620.

**SHOP TO LET** or would sell, on large new estate, North London; several multiple firms already represented; splendid opening for Chemist and Druggist; no opposition; moderate rent or freehold. Write for brochure, with full particulars, to E. W. Perry & Daw, 7 Finsbury Square, E.C.2.

**SHOPS** (with living accommodation) to be Let in valuable and rapidly improving positions at Banstead, Worcester Park, North Cheam, Ewell, Stoneleigh, and Ilford; rents from £135 per annum. Full particulars from Messrs. Atkinson & Marler, Surveyors, 12 Broadway, Stoneleigh, Ewell, Surrey. Telephone: Ewell 2145-6.

**TO CHEMISTS**.—Owing to death, Shop to Let in Coalville, Leicester; occupied many years by Chemist; best position. Apply A. J. Betts, Snibston, Coalville.

## BUSINESS OPPORTUNITIES

**FRENCH** Chemist would check, in France, the sale of English Chemical Products. G. Rouyer, 26 rue de Gagny, Neuillys, Marne (S. & O.), France.

**PROVINCIAL** Wholesalers of repute wanted in all districts who are willing to push the sales of two well-known Proprietary Cosmetics; encouragement in the form of additional discounts and direct mail advertising to the trade in each district; application from wholesalers' representatives who can carry a side-line also entertained. 294/627, Office of this Paper.



## AGENCIES

6s. for 50 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**L**ONDON Merchants prepared to act as Sole Agents or Distributors for Reliable Manufacturing Chemist, requiring representation in London area. Particulars to "Era," 32 Lime Street, London, E.C.3.

**W**EST Country Representative, M.P.S., offers Proprietary Manufacturer unique opportunity; at present represents leading Manufacturing House and with their consent is prepared to accept one non-competing agency on part expenses and commission basis; excellent connexion. 294/624, Office of this Paper.

**A**DVERTISERS invite enquiries from Manufacturing Chemists with a view to marketing a certain fairly well-known and old-established registered brand of Pills, or would consider the formation of a syndicate for this purpose; only those genuinely interested need apply. Apply 212/18, Office of this Paper.

**R**EPRESENTATIVE.—Well-known Manufacturers have a part-time Representative, Lancashire, Cheshire, Yorkshire, who is a really first-class man, and has opened many new accounts for us, and can strongly recommend him. The above Representative would be open to take on another Agency; part expenses and commission. 213/21, Office of this Paper.

## APPOINTMENTS

DONCASTER ROYAL INFIRMARY  
(185 BEDS).

**Q**UALIFIED MALE DISPENSER wanted, commencing salary £250 per annum.

Previous Hospital experience essential.

Application, together with copies of three recent testimonials, to be sent to the Secretary-Superintendent on or before January 31, 1937.

ST. MARY'S HOSPITAL, W.2.  
PHARMACEUTICAL CHEMIST.

Applications are invited for the post of Pharmaceutical Chemist (Male) in charge of the Dispensing Department of the Hospital. Age between 30 and 40 years. Salary £400 per annum, with luncheon and tea provided. In addition, certain fees may be available for teaching Practical Pharmacy. Hospital experience and a knowledge of common surgical instruments is desirable.

The successful candidate will be required to join the Federated Superannuation Scheme for Nurses and Hospital Officers.

Application form and copy of the regulations will be sent on receipt of an addressed foolscap envelope. Applications, on the approved form, must be received not later than Monday, February 1, 1937.

St. Mary's Hospital, W.2.

W. PARKES,  
House Governor.

WARNEFORD GENERAL HOSPITAL,  
LEAMINGTON SPA.

**A**PPLICATIONS are invited from Qualified and Registered Pharmacists for the post of Dispenser to the above Hospital; salary £200 per annum, with lunch and tea; Federated Superannuation Scheme in force; previous Hospital experience desirable. Applications, stating age and accompanied by copies of three recent testimonials, should be sent to the undersigned by Monday, January 25, 1937.

EDWARD L. WIRGMAN,  
House Governor and Secretary.

## PARTNERSHIPS

**P**ARTNERSHIP offered to right man; capital not essential; absolute minimum qualifications are complete ability to handle any side of small Manufacturing business in lab. or field; Qualified; proof record; advertiser works 16 hours a day and expects similar activity; with the right help business can be worth £4,000 a year within 12 months. Full particulars, 212/21, Office of this Paper.

**Q**UALIFIED Partner, to manage lock-up shop in key position, North London suburb; the overhead expenses are very small, and with personal attention, the chances are excellent; a sum of £50-£75 may be invested, and an option to purchase the business after two years can be agreed; perfectly fair agreement to chemist seriously interested. Ref. CK/B, 214/17, Office of this Paper.

## TENDERS

CITY AND COUNTY OF BRISTOL.

**T**HE City Council invite TENDERS for the supply of Drugs, Chemicals, Surgicals and Dressings, to be delivered carriage free, in such quantities as shall be ordered at the CITY HOSPITALS, INSTITUTIONS, SANATORIA, CLINICS, ETC., during the twelve months commencing 1st April, 1937.

Particulars as to the approximate quantities required, Conditions of Contracts, etc., are, as far as possible, given in the Forms of Tender, which may be obtained on application to the MEDICAL OFFICER OF HEALTH, 40 Prince Street, Bristol, 1, and all Tenders, and samples where required, must be delivered to such offices in a plain sealed envelope not later than 10.0 a.m. on Monday, 1st February, 1937, superscribed to show the Articles tendered for, but without any name or mark indicating the sender.

Tenderers must state whether they are on the King's Roll.

The Council do not bind themselves to accept the lowest or any Tender.

January, 1937.

By Order,  
JOSIAH GREEN,  
Town Clerk.

## SITUATIONS OPEN

RETAIL (HOME)

6s. for 40 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**B**IRMINGHAM.—Young Qualified lady or gentleman wanted for private company; must have good general experience and be capable of working up new middle-class suburban business. Please state age, experience, salary, etc., with recent photograph, to 212/20, Office of this Paper.

**E**SSEX.—Young Junior Assistant, male, required at once; please give full particulars of age, experience and salary required. 213/38, Office of this Paper.

**L**LANDUDNO.—Unqualified Lady Assistant wanted at once for Dispensing, Counter and Photographic Sales; must be of good appearance and height; fullest particulars in first application. Miss Hornblow, M.P.S., 4 Queen's Buildings, Llandudno.

**L**ONDON, N.—Required shortly, Qualified Branch Manager, with Optical experience, preferably J.C.Q.O., for a good-class business; permanency and good prospects to a reliable man; state full particulars of salary, etc., in first letter. 212/10, Office of this Paper.

**L**ONDON SUBURB.—Qualified (male) to take charge of branch in working-class district. Apply, giving full particulars as to age, experience, salary, to 214/10, Office of this Paper, Previous experience as Manager not essential.

**L**ONDON, WEST, Soho.—Qualified man; good Salesman; some Dispensing; pleasant and obliging; comfortable berth. Usual full particulars to Reed, 52 Wardour Street, W.1.



**L**ONDON, W.1.—Qualified young Junior (male) required; no Sunday or Bank Holiday duty; full particulars as to salary, etc., in first instance by letter; wanted for February 2; one with country or provincial apprenticeship preferred. David T. Jones, 6 Brewer Street, Golden Square, London, W.1.

**S**OUTH WALES.—Wanted immediately, Junior or Improver (lady or gentleman); all duties; apply, stating previous experience, salary required and when disengaged; photo if possible; applications not replied to within one week respectfully declined. 213/20, Office of this Paper.

**A** QUALIFIED Assistant at once, S.E.; elderly man not objected to, if active, quick and willing; undeniable references; moderate salary; possible permanency. Phone: Streatham 7420. 9 Thurlstone Road, West Norwood, S.E.27.

**A**SSISTANT, Unqualified; quick Dispenser and good Counter Hand; must be of good appearance; immediately. C. J. Roe, Chemist, Epsom.

**A**T ONCE, Lady Assistant for Counter, Dispensing and Stock. Apply, with references, salary expected, and photograph if possible, permanency, to Mills, Chemist, Old Town, Eastbourne.

**B**RIGGS CHEMISTS require a Qualified Manager; all-round man; Counter, Dispensing, Windows, etc. Please write full particulars Briggs Chemists, 126 Hoe Street, Walthamstow, London.

**C**APABLE Junior Assistant, Unqualified, required for N.W. London; all-round experience; Welshman preferred. State when at liberty, with particulars of previous experience, photo (will be returned if stamped addressed envelope enclosed), age, height and salary required to 213/12, Office of this Paper.

**C**APABLE Unqualified Assistant required for permanency; must be used to busy N.H.I. and usual shop routine. Reply, with full particulars, references and salary required, Chemist, 1 Church Street, Kidderminster.

**C**OMPETENT, energetic Assistant (gentleman), tall, with good experience, well up in Dispensing and Counter; about 30. Please give full particulars as to experience, age, height, salary and references, photo if possible, Hill & Shaw, 357 High Street, Cheltenham.

**D**ISPENSER-SECRETARY, lady, young, required in February for Doctor's Practice in Maidenhead. 211/1, Office of this Paper.

**E**LDERLY Qualified Man for light duties; village 14 miles from London; please state if single or married, age and salary required. Apply 213/43, Office of this Paper.

**E**XPERIENCED Window Dresser, part-time, wanted immediately; sound knowledge of Pharmaceutical preparations. Phone ADVance 2113. Write, The Specialists, 18 Wyatt Road, Forest Gate, E.7.

**G**OOD all-round Assistant, Unqualified, wanted at once; comfortable post. Apply Arnett & Co., 317 Lillie Road, S.W.6.

**J**UNIOR Assistant required; either sex; with Dispensing and Counter experience; state age and salary required. Stewart, Bracknell.

**J**UNIOR Unqualified Assistant required for high-class Dispensing Business. State age, height, full particulars of experience, salary required, including copies of references, to H. B. Sharman, 31 Green Lane, Northwood, Middlesex.

**L**ADY Assistant required at once for good-class business; Counter, good Window-dresser. State age, height and salary required. Kennards, Chemists, Sycamore Road, Amersham.

**L**ADY, Unqualified, with experience in Window- and Counter-dressing, and good knowledge of Toilet goods. Full particulars to Hillman Attwell, Ltd., Cranleigh, Surrey.

**M**ANAGER, with Chemist and Optical qualifications or with knowledge of Optics, required for managing branch in Welsh country town, preferably Welsh and married; living accommodation. Apply, giving references and photo, to W. J. Jones, 30 Mardol, Shrewsbury.

**Q**UALIFIED Assistant, immediately; Counter, N.H.I. Dispensing, etc.; one not afraid of work. Apply, full particulars regarding experience, salary, etc., Bewells, Ltd., 19/21 Pitfield Street, N.1.

**Q**UALIFIED Assistant (not over 25), male, required end of month; reliable and quick Dispenser. Broad, 80 Blythe Road, West Kensington.

**Q**UALIFIED Assistant wanted; General Retail and Dispensing; medium-class trade; references. Director, 39 Devons Road, Bow, E.3.

**Q**UALIFIED, elderly not objected to, for two or three evenings per week; Harrow district. 211/2, Office of this Paper.

**Q**UALIFIED gentleman or lady, to manage small branch shop, Northenden, Manchester; permanency. Apply, stating salary (moderate), references and photo preferred, 294/628, Office of this Paper.

**Q**UALIFIED Manager wanted immediately, with Optical experience, to take control in South Wales; must be energetic, proved business builder, and furnish undeniable references; Welshman for preference; full particulars as to experience, with salary expected, in first application; applications not replied to within one week respectfully declined. Rees, Chemist, Port Talbot.

**T**IMOTHY WHITES & TAYLORS are shortly opening further branches in the South of England and will require first-class Managers of sound ability and experience; salary and commission basis. Apply, giving full particulars of age, experience and salary required to Retail Staff Manager, Timothy Whites & Taylors, Ltd., 70 Vauxhall Bridge Road, London, S.W.1.

**U**NQUALIFIED Assistant (not under 25) required; permanency; must be neat, accurate Dispenser, used to good-class Pharmacy; send usual particulars, with photo if possible, stating salary required and when available, or 'phone Palmer's Green 0234. Barton, Chemist, Alderman's Hill, Palmer's Green, N.13.

**U**NQUALIFIED Junior Assistant required immediately in S.W.2 district; must be capable Dispenser and Counter Hand; state age, experience and salary required; applications not answered within one week respectfully declined. 215/1, Office of this Paper.

**U**NQUALIFIED Junior Male Assistant wanted; must be reliable Dispenser and have good Counter experience. Apply, stating age, experience, salary required, when disengaged, etc., enclosing references, Sampson, M.P.S., Fullhurst Avenue, Leicester.

**U**NQUALIFIED Lady Assistant, Pharmacy-trained, for Hastings district; of good appearance and address; thoroughly experienced in modern Toilets, Window- and Counter-dressing (age about 28 years); give full particulars of experience, age and salary. 214/2, Office of this Paper.

**W**ANTED for South Essex, young Registered Pharmacist. Write, stating height, experience and salary, to 213/18, Office of this Paper.

**W**ANTED, fully Qualified Chemist, male, for Pharmacy Department of Co-operative Society (N.H. prescriptions made up); total turnover £25 weekly. Apply 294/629, Office of this Paper.

**W**ANTED immediately, Qualified Resident Dispenser; willing to help with Pathological and X-Ray Work. Apply with testimonials to The Secretary, East Anglian Sanatorium, Nayland.

**W**ANTED immediately, Unqualified Assistant for good-class Retail and Dispensing business; please state age, experience, salary required, when at liberty. References to S. J. Coley, Ltd., Chemists, Stroud, Glos.

**W**ANTED.—Smart Man (30); Surgical Stores; experienced Appliance Fitting, etc.; good Salesman and Typist preferred; Birmingham district; state experience, salary required, 213/23, Office of this Paper.

**W**ANTED, Unqualified Junior Assistant (male), age about 21, with general knowledge of country business, N.H.I., etc. State age, height, and salary required in first letter, enclosing photo, to J. C. Kinghorn, The Pharmacy, Wells, Norfolk.



**YOUNG** Lady Assistant required; some knowledge Toilet and Drug in Pharmacy; must be capable and willing to co-operate. Write, stating wages, experience, with photograph (stamped envelope for return of photo), Tudor Pharmacy, Sun Street, Waltham Abbey, Essex.

**YOUNG** Unqualified Assistant wanted. Also one for Stock-keeping and branch orders. Full particulars of experience, salary outdoors and when disengaged, to Ashworth, 52 Church Street, Weybridge.

### WHOLESALE

**SCOTLAND.**—Yorkshire firm marketing excellent products, well known, require first-class Salesman to take the place of their former representative, who has retired after 9 years' service; generous commission terms; or would consider full-time job to really good man; state past experience; only those able to show good sales records and accustomed to substantial earnings need apply. 212/12, Office of this Paper.

**A** PROMINENT Firm of Pharmaceutical Manufacturers have an opening on their Executive Sales Staff for Technically Qualified Man (not over 35); previous experience in the Marketing of Ethical Products essential. Write, stating age, qualifications, experience and salary required, and if possible enclosing a photograph, 294/632, Office of this Paper.

**E**XPRIENCED Stock-keeper required by London Wholesale House; good references essential. Send full particulars of age, experience and salary expected, to 294/626, Office of this Paper.

**E**XPORt Clerk with good knowledge of the Drug Trade required by old-established London Wholesale Druggists. Reply, giving particulars of experience, age and salary required, to 213/9, Office of this Paper.

**F**RUIT SQUASHES AND LEMON-BARLEY WATER.—Representatives required for lines to be offered exclusively to Chemists at very attractive prices; state age, experience and exact territory covered. 294/636, Office of this Paper.

**J**UNIOR Assistant wanted by Manufacturers in N.W. London, with knowledge and experience in the Manufacture of Toilet Preparations, etc.; good prospects for reliable man. Apply, giving full particulars of experience, age and remuneration required, to 294/635, Office of this Paper.

**J**UNIOR Clerk required for City Wholesale Druggists; neat writer and quick at figures. Apply by letter to 294/637, Office of this Paper.

**M**EDICAL Representation.—A vacancy occurs on the Staff of a Leading Firm for a Young Pharmacist to call upon Doctors in North Wales and district to introduce Biological and Medical specialities. Applicants need to have had experience in High-Class Pharmacy. 294/625, Office of this Paper.

**P**OWDER Puffs and Sponge Bags.—Manufacturer requires Representative calling best to medium Retail trade; large range; commission only; active connexion handed over. 212/2, Office of this Paper.

**P**RODUCTION Superintendent, preferably Qualified, with full experience of Manufacture and Packaging of Medicinal and Toilet articles, including plant installation, mechanical labelling and cartoning. Write, giving fullest details of career, together with salary required, P.C.B. 230/10, Office of this Paper.

**R**EPRESENTATIVE; connexion Wholesale and Retail Chemists; salary and commission; fine opportunity right man. Send full details, 294/630, Office of this Paper.

**R**EPRESENTATIVES to call upon Hospitals and Medical and Dental Professions (a) in North London and Eastern Counties; (b) in South London and South-Eastern Counties. Established connexion to hand over. Applicants should state age, give full particulars of past experience, and say whether car available. 294/623, Office of this Paper.

**T**RAVELLERS, with good Retail connexions, offered profitable. Nationally Advertised side line. Write Box 114, Sells Advertising, 14 Lancaster Place, Strand, W.C.2.

**W**ANTED.—Laboratory Assistant in Manufacturing Pharmaceutical Laboratory near Birmingham. State age, experience and salary required. 294/634, Office of this Paper.

**W**HOLESALE Druggists, near Manchester, require as Traveller a Qualified Chemist or one who has served Retail Apprenticeship; permanent progressive position for capable, conscientious Salesman of irreproachable character. Full particulars, with copies of references, in strict confidence, 213/28, Office of this Paper.

### COLONIAL, INDIAN AND FOREIGN

**S**OUTH AFRICA, Qualified Chemist and Optician (age 28-40); must be experienced F.B.O.A. or F.S.M.C., required for first-class Pharmacy, Transvaal; ideal climatic conditions; must be keen salesman, courteous manner and thoroughly competent and trustworthy; good Window Dresser; knowledge of Photography; splendid opening for person with organising ability and able to take complete charge; 2nd class passage paid; 3 years' agreement; salary 1st year, £35; 2nd, £37 10s.; 3rd, £40, per month. Will candidates please apply with copies of testimonials and photograph to MH/Export, S. Maw, Son & Sons, Ltd., 7-12 Aldersgate Street, London, E.C.1.

### SITUATIONS WANTED

#### RETAIL (HOME)

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**A.A.A.**—MANAGER (36), Qualified; excellent all-round experience, middle- and high-class; good Buyer and Salesman; Photographic, Toilets, Dispensing, Windows; London or near, 29 Limes Avenue, Waddon, Surrey.

**A.A.A.**—QUALIFIED (27), single, requires temporary or permanent position in London; experienced and capable; smart personality; highest references. Green, 2 Troutbeck Road, New Cross Gate, S.E.14.

**A.A.A.** SURGICAL APPLIANCE FITTER; with sound, all-round Pharmaceutical training, desires position in a Pharmacy or Hospital, where his knowledge would be of benefit; prepared to establish and run a Surgical Department in any Pharmacy, etc., requiring same; young, energetic, keen Salesman. 210/5, Office of this Paper.

**A.A.**—PHARMACIST, experienced, seeks evening and week-end appointments; Dispensing, Counter; energetic worker. Write 112 Fielding Road, W.4.

**A.A.**—PHARMACIST (35), Qualified, desires progressive post; London only; Company and Private experience; free at short notice; interview. "Chemist," 46 Clapham Road, Stockwell, S.W.9.

**A.**—QUALIFIED Manager (38) desires change; trustworthy; excellent all-round experience; highest references; free one month; S.W. London preferred. 213/3, Office of this Paper.

**A** QUALIFIED Man (29) with wide experience, single, well educated, seeks post; free end of month. "Chemist," 5 Bainton Road, Oxford.

**A** QUALIFIED Manager requires temporary or permanent position; 15 years' Managing experience, London, South Coast and Country; moderate salary; free now. Smith, "Warmdene House," Carden Avenue, Brighton.

**A**CCOUNTS and Books written up; income tax expert; part-time. G. B., 24 Pickwick Road, S.E.21.

**A**N experienced Dispenser and Assistant, tall, single, desires permanency in good-class business, London; thorough knowledge of Pharmacy; interview arranged. "H," 40 Woodfield Drive, Gidea Park, Romford, Essex.

**A**S Manager or Locum, Chemist and Optician (39) ex-proprietor; references; state hours and salary. Chemist, "Malvern," London Road, Appleton, near Warrington.



**A**SSISTANT, permanency, London area, disengaged; good references; unqualified. Briggs, 33 First Avenue, Bush Hill Park, Enfield.

**A**SSISTANT, unqualified, desires position; best all-round West End experience; disengaged. "M," 25 St. Stephen's Road, Bayswater, W.2.

**A**SSISTANT; West End experience, Counter and Dispensing; disengaged January 18; locum or permanency; London only. Write to M. G. Birch, 4 Melrose Gardens, Hammersmith, W.6.

**A**SSISTANT (22), referred Part II; experience in all branches; South or Midlands. Huntley, 75 Hyde Street, Winchester.

**A**SSISTANT (27), Unqualified; all-round experience Dispensing, Counter, Window-dressing; London preferred. "Advertiser," 44 Turneville Road, W.14.

**A**SSISTANT (41), unqualified; tall, good appearance; 14 years with well-known, old-established City Pharmacy; trustworthy, capable, energetic; first-class Sales, Window-Dressing, Display, etc.; desires similar post; disengaged. H. G. M., 93 Empress Road, Liverpool, 7.

**A**SSISTANT, 16 years' Retail Pharmacy experience, requires position; commencing January 25; please state salary. 214/12, Office of this Paper.

**C**HEMIST, experienced, excellent Prescriber, disengaged, desires management; locum; London or Provinces; reasonable salary. "Chemist," 46 Buckley Road, Brondesbury, N.W.6.

**C**HEMIST-OPTICIAN seeks management; a permanency; with good prospects for opening Optical Department on profit-sharing basis; own equipment; married; excellent experience Pharmacy, Optics; Midlands or South preferred. 214/5, Office of this Paper.

**C**HIROPODIST (lady), clinic-trained, Electrical and Orthopaedic experience, requires post in or near London; salary and commission. Apply Douch, Chemist, Throgmorton Street, E.C.2.

**D**ISPENSER, lady (28), 9 years' intensive Pharmaceutical experience, thoroughly reliable, competent and accurate, desires post Doctor or Chemist. 213/7, Office of this Paper.

**D**ISPENSER, woman, Hall qualification, desires post with Doctor or Chemist; quick N.H.I.; permanency; London. 233 New Cross Road, S.E.14.

**E**LDERLY Qualified, reliable, seeks post as Superintendent, Dispensing; short hours; terms reasonable, according to hours. 213/13, Office of this Paper.

**L**ADY Assistant; thoroughly experienced Dispensing and Counter; whole or part time; London only. L. Singleton, 16 Spenser Road, Herne Hill.

**L**ADY Dispenser (Hall Certificate) seeks post with Doctor. Apply, Eleanor O'Donovan, Union Hall, Co. Cork, Ireland.

**L**ADY Pharmacist requires post, 4 days weekly or locum; thorough general experience; free now. "Chemist," 220 Portsdown Road, W.9.

**L**OCUM, lady, Unqualified, seeks post, Dispensing and Counter; highest references; free now. "Chemist," 7 Dunbar Road, Forest Gate, E.7.

**L**OCUM, Qualified; free till February 13; excellent references; any distance. Mapstone, Batheaston, Bath.

**M**IDDLE-AGED, Qualified; locum or permanent; high-class experience and references; Kingston district (or West End); fluent French; disengaged. Oakley, 43 Cobham Road, Kingston-on-Thames.

**Q**UALIFIED, available Statim; part-time; late duty or Superintendent, age 30; excellent references, Simpson, 140 North End Road, W.14.

**Q**UALIFIED; experienced in all branches; good references; 6 years last situation; disengaged; permanency or locum. "Chemist," 13 London Road, High Wycombe.

**Q**UALIFIED, male (33), married, desires change; post as Manager required; experienced in all branches. 212/9, Office of this Paper.

**Q**UALIFIED Manager (9 years) desires permanency where business-building abilities required; excellent London and Provincial experience; London or near. "Chemist," c/o Osborne, Manor Lodge, Watford Road, Harrow.

**Q**UALIFIED (41), Manager or Superintendent; capable; trustworthy; moderate wage; available at once; interview desired. 212/25, Office of this Paper.

**Q**UALIFIED (26) seeks Managerial or Senior post; experienced in all branches; permanency desired. Murgatroyd, 20 Hyde Road, Richmond, Surrey.

**Q**UALIFIED (21; 5 ft. 10½ in.) desires position in good Dispensing Business. Alan F. Hoyle, 1 Epirus Mansions, S.W.6.

**T**OILET Assistant (age 18½); slight knowledge; also Photos; free; North London preferred. Dunford, 298 Archway Road, N.6.

**U**NQUALIFIED Junior; Part I recently passed, requires experience, preferably Bristol or the West. Duckett, Westham, Wedmore, Somerset.

**U**NQUALIFIED Lady (Part I), tall, desires post until September; 4 years' Dispensing experience; good references; kindly state salary; free now. Parker, 41 York Road, Acorn, York.

**U**NQUALIFIED, requires situation, West End; Continental experience; perfect French. A., 25 Leamington Road Villas, Bayswater, W.11.

**U**NQUALIFIED, young; requires situation. Harrison, 90 York Road, S.E.1.

**Y**OUNG Lady Assistant, just finished apprenticeship, desires post, London or Epsom district; experienced high-class business; Counter, Dispensing, etc. 213/15, Office of this Paper.

## WHOLESALE

**A.A.**—YOUNG Man (age 26; married), height 6 ft., good education and appearance, 10 years' Retail experience, offers services to Wholesale, Drug or Toilet house; excellent references. 213/45, Office of this Paper.

**A** YOUNG Man (28; single), thoroughly experienced in Granulating, and capable also of Compressing if required, seeks situation with Manufacturing Chemists in either or both capacities. 213/19, Office of this Paper.

**A**DVERTISER (age 36), good appearance, requires progressive post in Wholesale; 15 years' first-class selling and business experience in W.E. Retail; reliable, energetic; highly recommended; slight experience as representative; experienced car driver; enquiries, without obligation, invited. P.C.B. 230/14, Office of this Paper.

**A**DVERTISER seeks position as Scottish Representative for established firm; first-class connexion and experience; can drive car. Terms to 210/6, Office of this Paper.

**A**DVERTISER, single (38), progressive, desires post; 20 years' experience Wholesale trade; Checker and Dryroom Assistant; excellent references. 212/13, Office of this Paper.

**A**DVERTISER, with 20 years' experience with Patents, Drugs and Sundries, desires progressive position with Wholesale House, with possibility of taking charge, as Checker or Stock-keeper; excellent references. 212/19, Office of this Paper.

**A**MBITIOUS Young Man, Retail and Wholesale experience; drugs, toilet goods, etc.; desires position as Assistant Sales or Warehouse Manager; accustomed control staff; willing to commence at moderate salary. 208/9, Office of this Paper.

**G**ENTLEMANLY Traveller, keen, active, convincing personality, excellent record, well known to Medical Profession, seeks to Represent Manufacturing House. P.C.B. 230/23, Office of this Paper.



**AS SALES** Director, Administrator or Manager.—Services of a competent, alert and energetic man are offered; wide practical Administrative and Commercial experience obtained during 11 years with world-famous Soap and Toilet combine, during which time promotion has been secured (on merit) from representative to managing director; particularly gifted in searching out weak spots as between Manufacturing and Marketing and instituting economical and effective control; brilliant record of sales achievement; first-class references in regard to ability and integrity; manufacturers and directors anxious for their company's improvement should be especially interested. Reply, in confidence, to 213/37, Office of this Paper.

**MEDICATED** Confectionery, Lozenges, Pastilles and Compressed Tablets.—Responsible position required by man with experience of manufacture of above; competent to commence manufacture all working formulas. Full particulars from 213/22, Office of this Paper.

**MR. W. KELLEY**, of 11 Wellington Road, Walsall, Staffs, who had 10 years' successful experience with Messrs. Icilma Co., Ltd., wishes to take a post which offers adequate scope for a first-class Salesman. Shortly terminating his contract with Messrs. S. Maw, Son & Sons, Ltd. The directors of the above houses will willingly supply any further information.

**OPEN** for engagement with good Wholesale house; 22 years with prominent Midland Wholesale house; experienced all branches; excellent connexion Chemists, Hospitals, etc.; highest references. Harvey Burrill, Hampton-in-Arden, Warwickshire.

**PHARMACIST** (24), new syllabus, desires progressive indoor post with firm of Manufacturing Chemists; abstainer; good references; free one month. "Chemist," 53 Tynemouth Street, S.W.6.

**REPRESENTATION**, Yorkshire, Lancashire, 10 years one firm, calling upon Wholesale, Retail Chemists, Co-op. Societies, well known to Buyers, seeks good Agencies; would consider offer to represent one firm. 204/11, Office of this Paper.

**REPRESENTATIVE** (28), experienced, calling on Doctors, Chemists, etc., seeks position with Wholesale house; London district preferred; good references. 213/33, Office of this Paper.

**RESPONSIBLE** Representative; Sales and/or Medical Propaganda; long experience; excellent credentials; own car. "Stability," General Gordon Hotel, Weymouth.

**SMART** up-to-date Saleswoman wants to represent Good Firm on South Coast territory; 20 years' experience with First-Class House; drive own car. "M," 209/1, Office of this Paper.

## FOR SALE

(Articles to the value of £5-£50.)

**COMPLETE** set of Interior Fixtures and Fittings, including Gledhill till, new Dispensing, Counter and Baby Scales, Shop Rounds, etc.; all in perfect condition and suitable for medium or small shop; a real bargain at £50. Hodgkiss, Chemist, North Cheam. Derwent 2804.

**FOR** Quick Sale.—Hobart Electric Mixer, cost £23; good condition; reasonable price considered; Personal Shop Weighing Machine, perfectly accurate; Glass Counter Case, light oak, 54 in. long, 24 in. wide, 36 in. high. A. R. Hewish, 8 Oakhill Road, Orpington, Kent.

**SMALL** Cash Register.—Modern "National" model; adds cash total; little used; reasonable. Write, P. Ronald, 735 High Road, E.11.

## MISCELLANEOUS

10s. for 60 words or less; 1s. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

**CHEMISTS' FITTINGS** in Oak or Mahogany; keenest prices; Drug Fittings, Wall Cases, Dispensing Screens, Serving Counters, all-glass Counters, Silent Salesmen, Counter Drawers, Window Enclosures and Glass Shelves; send for rough sketches. GEORGE COOK, The Working Shopfitter, 27 Macclesfield Street, City Road, E.C.1. Phone: Clerk 5371.

**CHEMISTS' FITTINGS**.—New and Second-hand Drug Runs, Dispensing Screens, Glass-fronted Counters, Perfumery Cases, Nests of Drawers, Wall Cases, Silent Salesmen, Upright and Flat Counter Cases, Plate-glass Counters, Cash Tills, Display Stands and Glass Shelves, etc., at competitive prices. F. MAUND & E. BERG (SHOWCASES), LTD., Shopfitters and Shop Front Builders, 175/9, Old Street, London, E.C.1.

**CHEMISTS' FITTINGS**.—10 ft. Drug Fixture, 8 ft. high, 30 drawers, glass labels and knobs; 8 ft. Glass-front Counter; 6 ft. Dispensing Screen; 6 ft. high Bottle Shelves and Counter at back; 6 ft. Wallcase, 8 ft. high; cheap to clear; Drug Runs, Wallcases, Counters, Salesmen, Counter Cases and Drawers; also Chiropody Furniture. For satisfaction and keen prices try WILLIAM SALTER, Chemists' Shopfitter, 109 Buckingham Street, Birmingham.

**£50/£100**. SEVERAL sets of second-hand and shop-soiled Fittings recently removed from re-equipped Pharmacies; send requirements or call. PHILIP JOSEPHS & SONS, LTD., 90/2 St. John Street, Clerkenwell, E.C.1. Telephone: Clerkenwell 4111/2. "Pharmacy Fitters for Over a Century."

**£?—COMPLETE CHEMIST FITTINGS** at any price you wish to pay. We have erected in our showrooms a Complete Chemist's Shop with Metal Shop Front, Window Backs, Correct Window Lighting. Signs and modern Interior Fittings. Apply for Lists, D. MATTHEWS & SON, LTD., "The Liverpool Shop Fitters," 14 and 16 Manchester Street, Liverpool. Est. 1848.

## EXCHANGE COLUMN.

2d. per word, minimum 2s. (Box No., 1s. extra.)

### WANTED.

**BEST** Cash price paid for job, clearing stock; no cutters. Write or send to Walker, 11 Axc Street, Barking.

## THE SUPPLY OF SUPPLEMENTS

On receipt of addressed Post Office

Wrappers (not more than six at a time)

stamped 1d. the Chemist and Druggist

Supplement will be forwarded without cost.

LOOSE STAMPS WILL NOT BE ACCEPTED

If wrappers bear a halfpenny stamp only, Postal

delivery may be delayed.

---

**IN INFLUENZA  
AND RHEUMATISM**

**SALICIN B.P.**

5 GRAIN TABLETS & POWDER

MANUFACTURED BY

**WHIFFEN & SONS LTD.**

INCORPORATING GEORGE ATKINSON & COMPANY ESTABLISHED 1654

**Aldersgate Chemical Works · LONDON · S.W.6**

Telephone : FULHAM 0037      Telegrams : WHIFFEN, LONDON

---



# NEW DISPLAYS



## RADIO-MALT



This attractive new  
DISPLAY MATERIAL  
will help you to sell  
Radio-Malt. We shall be  
pleased to send a set to  
any Pharmacist on request.

A product of THE BRITISH DRUG HOUSES LTD., LONDON, N.I.